..A HAPPY NEW YEAR..

# THE CANNED GOODS TRADE

AN INDEPENDENT Journal OF THE Canning AND Allied Industries

*THE CANNED GOODS AUTHORITY OF THE WORLD.*

OFFICE: 107-9 S. FREDERICK ST. BALTIMORE, MD.

VOL. XXIX. BALTIMORE FRIDAY, DECEMBER 28, 1906. NO. 17.



# EVERY RE-ORDER

## IS THE MOST CONVINCING KIND OF

# A TESTIMONIAL

that "American" Packers' Cans give the best all-round satisfaction. "Same as last" is the highest kind of approval. Re-orders are proof positive of previous satisfaction. Complete satisfaction is the result only of supplying "good goods," and these in turn are made only of good materials, by skilful workmen.

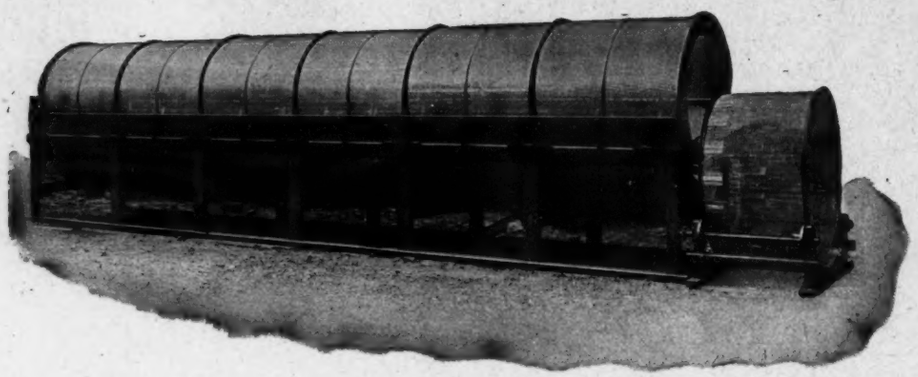
These are the reasons why our factories—already having an annual capacity greater than all other manufacturers combined—are kept hustling filling re-orders. Packers'. tin packages made by us are sure to give satisfaction.

## American Can Company

NEW YORK BALTIMORE CHICAGO SAN FRANCISCO

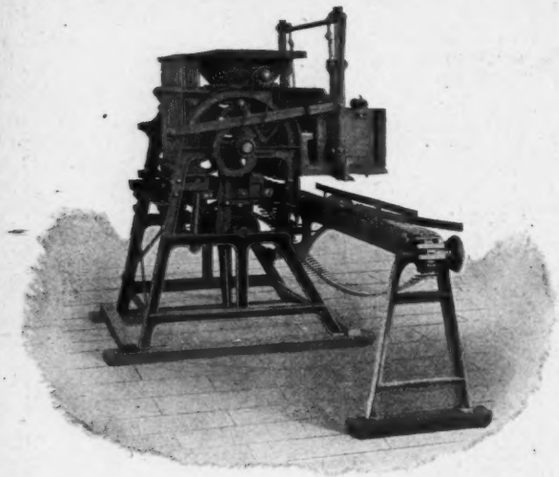
# THE "COLOSSUS"

## ... ROTARY INTERCHANGEACLE PEA SEPARATOR ...

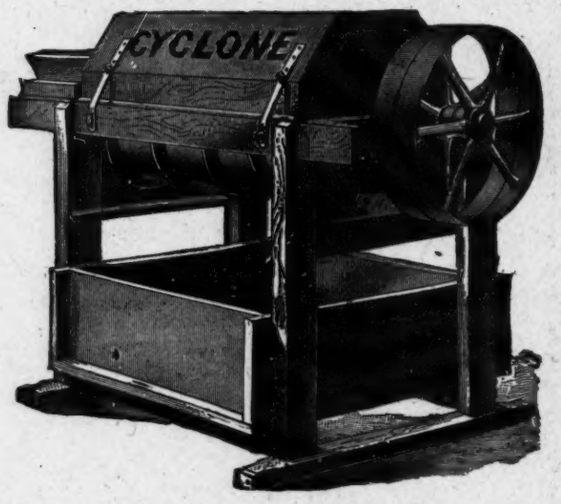


PATENTED AUG. 2, 1898.

## THE NEW 1906 MODEL
## BUCKLIN PEA FILLER & BRINER



## —— THE BUCKLIN ——
## .. CYCLONE PULP MACHINE ..




**Write us for Prices**

*We also manufacture Hand and Power Cranes, Kettles and Crates, Tomato Fillers, Pulp Finishing Machines, Pineapple and Vegetable Graters, Pineapple Slicers, Peach and Apple Parers, Friction Clutch Pulleys and Cut-off Couplings, etc.*

# THE SINCLAIR-SCOTT CO.

**Wells & Patapsco Streets, - BALTIMORE, MD.**

# "CLEAN AND BRIGHT" TIN PLATES

## UNIFORM WEIGHT, COATING AND SHEARING.

*MANUFACTURED IN THE MOST COMPLETELY EQUIPPED MILL IN THE COUNTRY. OUR TIN PLATES ARE SATISFACTORY IN EVERY RESPECT, AND WILL MEET THE REQUIRMENTS OF THE MOST PARTICULAR CAN MAKER.*

INQUIRY INVITED.

## POPE TIN PLATE COMPANY,

PITTSBURG, - PA.

*CHARLES E. POPE, President.*

# A REPUTATION

THE PRODUCT. "ITSELF" THE GOODS.

# NEVERSLIP SOLDER

*A PURE FOOD FOR ALL CAPPING MACHINES.—Don't Laugh Ask Your Neighbor.*
*THANKS TO ALL CONSUMERS FOR THEIR CONTINUED USE SINCE*
IT WAS BORN—1902-NEVERSLIP.

## OUR LOWEST STANDARD

*Better than the Best of all Products We Ever Made. "What We have done with Neverslip Wire Solder" in the Past is our Lowest Standard FOR WHAT WE EXPECT TO DO AND*

## WHAT MAY BE EXPECTED OF NEVERSLIP IN THE FUTURE

KEEP YOUR EYE ON IT

*IF IT'S SOLDER YOU WANT AND IT CAN BE MADE, WE MAKE IT.*
*Just think we make Tryangle, Drop and Stick Solder, 30 pounds a minute—That's Going Some.*

E .M. LANG CO.
16 & 18 EXCHANGE PLACE,
NEW YORK CITY, N. Y.

ADDRESS:
OR

E. M. LANG CO.
FACTORY
PORTLAND, - MAINE.

# PACKERS CANS

## THE NATIONAL PURE FOOD LAW SAYS:

*TIN CONTAINERS MUST BE OUTSIDE SOLDERED.*

*We are prepared to furnish the trade with Cans that are entirely outside soldered.*

*Cans that have no solder on the inside of Seam.*

*Cans that are made of non acid flux.*

*Cans that are clean both inside and outside.*

*Give us a trial order and we will convince you that WHEELING CANS are as near perfect as it is possible to make them.*

# Wheeling Can Company,

*OLIVER J. JOHNSON, President.* Wheeling, W. Va.

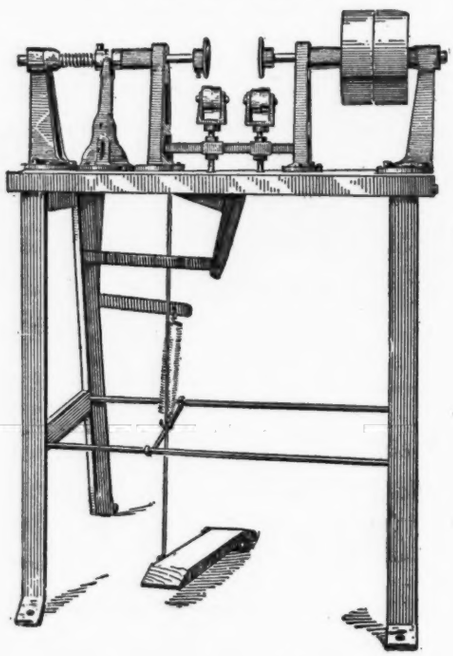
*SLAYSMAN AUTOMATIC CAN TESTER*

50,000 Capacity Per Day

AND EVERY LEAK DETECTED

*DOUBLE - END - CRIMPER*

FOR HAND OR POWER



## SLAYSMAN & COMPANY,

*Factory: 125-127 East Falls Avenue.* *Office and Salesrooms: 718 East Pratt Street.*

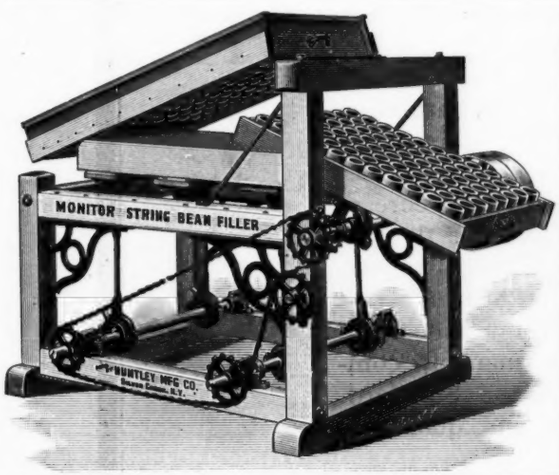
BALTIMORE, MD.

# New Process

# PEELING MACHINES

have been successfully Practical for the past four seasons, peeling a variety of Fruits and Vegetables, notably, Peaches, Pears and Tomatoes - - - -

**SAN FRANCISCO** **E. J. JUDGE** **BALTIMORE**




## *The Ideal Can Filler.*

Every canner recognizes the necessity for a can-filler in the process-room, and the MONITOR FILLER has been placed upon the market after a thorough study of the requirements. We claim that it is the most practical machine of its kind that has ever been brought to the notice of the trade.

### *The Monitor Can Filler*

may be readily utilized for beans, apples, small-fruits, rhubarb, beets, etc.

Especial attention is directed to its value during the apple season. The constantly growing demand for this product was taken into consideration when this Filler was designed.

The machine has a capacity of 8,000 gallon cans of apples per day, doing the work for which from 25 to 30 women are required.

**SEND FOR COMPLETE CATALOGUE OF MONITOR CANNERS' MACHINERY.**

## *HUNTLEY MFG. CO.*

*Silver Creek, - New York.*

# PACKERS'
# Fruit and Vegetable
# CANS

AT seventeen of our factories special attention is given to producing the most satisfactory packing cans on the market. The very fact that we need seventeen factories to take care of the increasing demand for our product demonstrates that we make a can which meets the exacting requirements of the great host of fruit and vegetable packers in the United States.

Good materials and expert workmanship combine to make "American" cans the Standard. Send us your schedule of sizes and quantities and receive our quotations.

## American Can Company

NEW YORK BALTIMORE CHICAGO SAN FRANCISCO

**STANDARD OIL CO'S** **TIN CAN OIL** is used by 95 per cent. of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums

*Address Nearest Tank Station or BALTIMORE, MD.*

THE CANNED GOODS TRADE

AN INDEPENDENT Journal OF THE Canning AND Allied Industries

BALTIMORE, FRIDAY, DECEMBER 28, 1906.

The BEST QUALITY DELIVERY CANS

# American Can Company.

ATLANTIC DIVISION

BOSTON & HUDSON STREETS.

C. & P. Telephone Wolf 1400—Private Exchange.
Maryland " Windsor 435, 436, 437.

BALTIMORE

*Quick Shipments. Best Goods.*

# Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

We have at this time of the year to break in upon the visions of feastings and joys of every kind, of delectible food of all sorts, to talk the dry subject of canned goods to a surfeited audience. There is however satisfaction at present in knowing that Christmas business in general has been extraordinarly good and heavy. There has been increased multitudes of buyers, and it stands to reason we cannot have buyers without money. It matters not what line of business in ordinary merchandizing is alluded to, the purchasing has broken the record for this time, and every merchant in every line admits that the season has been unprecedented. This is a very important matter, and all points of influence seem to have conspired to have reached this result.

In the first place the stocks were on hand, in the second place the spirit was there, in the third place the winter season has fully developed. In some respects it has more than developed. Christmas records of low temperatures were almost the lowest for Christmas day of which the weather Bureau has any account. Thus as we intimate all things have been very favorable, and as has been previously remarked a good condition of the Christmas holidays means an excellent opening for the new year in all lines of business.

As is well recognized now this season of feasting is the poorest season for demand for canned goods. The turkey with his outstretched wings supercedes even the American Eagle, for the time, as the American bird, and this will continue until we have turned the new year; but for all that there has been changes in one or two articles of the canned goods schedule. In saying this we allude to staple articles.

In the general list there has been little or no change in values, but peaches and tomatoes have both advanced somewhat on the week. Interest in the latter article stilll continues very heavy; but the matter of an advance at this time of the year shows they are in general request. Opions we may call guesses, are now being sent out as to the result of the year's business; but we find informed parties generally decline to believe

the 1906 pack of tomatoes was as heavy as these guesses make it.

The Canned Goods Exchange has during the past two weeks had several meetings, general and particular, the main purpose being to discuss and agree upon a general form of guaranty, recognizing as they do that all the canned goods authorities of the country really follow their lead. The more it was discussed, the more difficulties where found in the matter, for the Exchange recognizes that whilst simple justice requires that the jobbers be considered in respect to the value of their own labels, that same justice requires that the packer protect himself in the general position. They decided at last upon a form of guaranty, which it is understood will go with all goods. The form adopted by the Exchange reads as follows:

"The undersigned do hereby warrant and guarantee that all canned goods hereafter sold by —— to ——— of ——— bearing our own labels, will comply with all the provisions of the National Pure Food Law, in that they are not adulterated or misbranded within the meaning of the Act "preventing the manufacturing, selling or transportation of adulterated or misbranded or poisonous or deleterious food, drugs, medicines, and liquors, and for regulating traffic therein, and for other purposes, approved June 30, 1906."

Where goods are sold under buyer's labels bearing our name, we guarantee the goods as to purity, but not as to misbranding.

Dated ——— day of ——— 190

Seller's Name ————

Addcess ————

It is believed that the adoption of this guarantee will cover all necessities and treat both sides favorably, remembering also that the United States Government demands full compliance with the Pure Food Law. It was not until after some discussion of the subject that the Exchange came to the conclusion that they would be compelled to refuse a guaranty on any goods except those which bore their own label. The more we look into this fact, the clearer the necessity becomes. Many thousand copies of this will be stricken off and furnished those who wish to distribute them generally among the packers and buyers. It will be seen from this that when the goods bear the label of the packer himself he will guarantee them, but whilst he is willing to guarantee the purity of the goods in what might be called a buyer's label, he will not guarantee them in respect to misbranding. He claims that a correct knowledge of whose goods go under his label is exclusively the buyer's business, and the packer cannot take the risk of giving a guarantee, as he has to assume risks which even the buyer does not assume in his own State.

Thus little by little we are approaching a clear understanding of what the Pure Food Law requires, and it does seem as if the requirements attain to a careful consideration and a study of the subject.

The time between this and the operative beginning of the law is so small, however, only two or three days now, that there is no longer opportunity for anterior study of the subject. As Dr. Wiley, however, is a considerate man, it is hoped that he will be reasonable in respect to the application and the developments of the law. In respect to futures, the packer must remember that whilst the law goes into action on the first of January, it does not really apply to the new packing of canned goods until October 1, 1907, but the date of its positive application is October 1, 1907; and he must, therefore, be careful in all things respecting futures and their labeling, as next season's goods of all kinds will have to stand the rigid application of the law. There is so much to say, to study and to learn with regard to this food law, that we really are afraid to comment upon it; because the decision arrived at today may be entirely altered by a further study of it, and never was there a subject with which a multitude of counsel could give such full wisdom.

On the week there has been an advance in peaches of about 5c. upon standards and low grades. No. 3 standard yellow are quoted now at $1.70 to $1.75; seconds at $1.30 to $1.35, and unpeeled pie at 85c. to 90c.


# GEO. W. ZASTROW,

MECHANICAL ENGINEER,

1404 to 1410 Thames St., BALTIMORE, MD.

IMPROVED STEEL PROCESS KETTLE.

Manufactured to hold 800, 1,000 and 1,200 2-lb. cans. Conceded to be the best; hundreds in use. Double thermometer pocket riveted to each kettle. Constructed so as to use either water, dry steam, or open bath process.


## AT THE THEATRES.—WEEK OF DECEMBER 31, '06.

***FORD'S.***

"MR. ROBERT MANTELL."

Matinee Saturday Only.

***MARYLAND.***

"KEITH'S VAUDEVILLE STARS."

Matinee Daily.

***AUDITORIUM.***

"THE WAR CORRESPONDENT."

Matinees Monday, Tuesday, Friday and Saturday.

***HOLLIDAY ST.***

"NO MOTHER TO GUIDE HER."

Matinees Monday, Wednesday and Saturday.

***GAYETY.***

"THE BOWERY BURLESQUERS."

Matinee Daily.

***NEW MONUMENTAL.***

"THE MERRY MAIDENS."

Matinee Daily.

***BLANEY'S.***

"OLD ISAACS FROM THE BOWERY."

Matinees Monday, Friday and Saturday.

Tomatoes have also scored another advance of about 5c. and at present quotations are: No. 3 full standard, 95c. to 97½c.; seconds, 90c. to 92½c.; No. 2 standards, 82½c. to 85c., and seconds No. 2, 75c., all lower figures being erased. Gallon standards are quoted at $3.60 to $3.75.

There has been so far no change in cans, but there are indications of an advance to occur very shortly in these. It is generally believed that the law will require the using of more tin on the plate than in former years, and this fact, taken in connection with the market's inclination to advance, will insure higher prices for cans with the turn of the year. Whilst cans and plates remain as heretofore quoted, there has been a decline in pig tin of nearly $1.00. Pig lead, on the other hand, has advanced to $6.40 and $6.50. Canners' metals may be found on their regular page.

# New York Market

**Reported by Special Correspondent. Market Conditions, Changes and Outlook.**

NEW YORK, Dec. 26.—With the disconcerting influences of Christmas week to retard trade and with various other troublesome features, trade amounted to practically nothing the past week. Conditions, as a whole, are unchanged, though nearly all holders remain firm in their views and refuse to accept any reduction of prices. There is a steady feeling in the trade, but actual sales are little different from what they have been for the past few weeks. Perhaps with the comparatively light stocks of several varieties of staple goods which are carried by leading jobbers, it is quite as well that this is so. Heavy buying would speedily exhaust everything in market.

Tomatoes.—The strength in the market for tomatoes constitutes one of the surprises of the market. While the market is dull, as is the market for all other varieties, there is a complete lack of the efforts usually made to interest buyers by offering goods at concessions. Packers appear to be in easy position with reference to spot stocks and apparently there is no present necessity for raising money, as is usually the case at this season. If the sacrificing settlements generally made at this season are no longer necessary, it will make a great difference with the trade. There is little call for future tomatoes at present, but packers are not seeking business in view of the probable higher cost of packing next season. They could probably take orders on the basis of 75c. for standard 3s f. o. b., but no quotations are made below 80c. f. o. b. Very few packers have been willing to book contracts at that.

Peas.—Buyers are considering only immediate wants and sales are small. Not much stock is available, and anything at $1.00 or less for good quality is quickly taken.

Corn.—Cheap stock is wanted, but actual business is confined within narrow limits. Some sales of saccharined stock for local consumption are being made at 50c., while good Maryland, Maine style, goes at 55c. delivered. Some small lots of State stock have sold at 60c. Maine corn is scarce and is held at 90c. for fancy.

Fruits.—Practically no business is being done in this department. Stocks are light, buyers want the goods, but there is little or nothing offered. The strong tone of the market is well maintained under these conditions, but movement is light because of the impossibility of getting stock.

Salmon.—Holiday dullness prevails in this market and no fresh features are presented. All varieties are held firm at quotations, but movement amounts to practically nothing.

Sardines.—It is said that since the announcement of ad-

COMPLETE OUTFITS DESIGNED FOR
CANNERS AND PACKERS

JEFFREY CABBAGE CONVEYER.
Elevators and Conveyers for Fruit and Vegetables,
Basket, Package and Barrel Elevators.
Cob Crushers, Etc.
*Catalogue No. 80 Free.* *Prices Quoted by Return Mail.*
THE JEFFREY MANUFACTURING CO.
*COLUMBUS, OHIO, U. S. A.*
New York. Chicago. Boston. Denver. Montreal, Can.

The Metallic Decorating Co.

...TIN PLATE DECORATING...
IN ALL IT'S BRANCHES

GOLD LACQUERING AND PRINTING
OF PLATES TO STAND PROCESSING
A SPECIALTY. . . . . .

AMPLE FACILITIES TO EXECUTE ORDERS QUICKLY

194 CHAMBERS STREET
NEW YORK, - - - N. Y.

WORKS WITH R. R. SIDETRACK:
BROOKLYN, - - - N. Y.

vanced prices on January 2 fully three-fourths of the stock of sardines has been sold. This leaves the market with the smallest supply ever carried over. Prices are likely to be higher rather than lower, and sales are becoming increasingly active.

HUDSON.

## CALIFORNIA LETTER.

SAN FRANCISCO, Dec. 21, 1906.

I have been promising you a few lines about the asparagus situation for some time and during the past week I took pains to accumulate the data from which the following statement has been made up.

The feature which will have more to do with the output and the price for 1907, had it's innings during the first half of July, 1906, and, for the benefit of those who have forgotten, I will relate in brief what then took place. As early as April, those who were in a position to observe, became convinced that the lower San Joaquin and Sacramento Valleys, were programmed for a flood of large proportions just as soon as the immense snowbanks in the Sierra Nevada Mountains began to thaw. The asparagus growers were warned in time, but many of them did not take advantage of the lull between March and July. The summer suns got in their deadly work in June and July and by the 10th of the latter month something over 25,000 acres were under water, asparagus fields making up some 10% of the submerged territory. The pack of 1907 will therefore be decreased to almost that extent, because most of that land required replanting before it will again be productive. Young beds are destroyed by long continued floods, but beds long planted and of vigorous growth can survive floods of considerable violence. Replanted beds are productive two years after planting. The most of the flooded area consists of young beds with consequent results noted.

There are some six to seven thousand acres of land devoted to the culture of asparagus in this State, and since twenty-five hundred acres were put in a bad way by last summer's floods, it can easily be figured that the pack for the coming year will be reduced to such a degree as to make prices show a sharp advance over last season's figure. No other possible result can be expected.

Of course, the extraordinary conditions ruling during the packing season of 1906 i. e. the San Frascisco disaster and subsequent shortage of necessary supplies such as sqnare cans, etc. will not be existant during the 1907 packing season, but all of these troubles and causes of extra expense cannot make up for the short supply of the vegetable which now faces our packers. Already growers are holding out for 5 cents per pound for asparagus as it runs, which packer friends tell me is almost prohibitive.

As the season progresses I will advise you further of the conditions existant in the asparagus situation. One thing is obviously certain, and that is, higher prices than ever for the 1907 pack of California packed asparagus.

CALIFORNIAN.

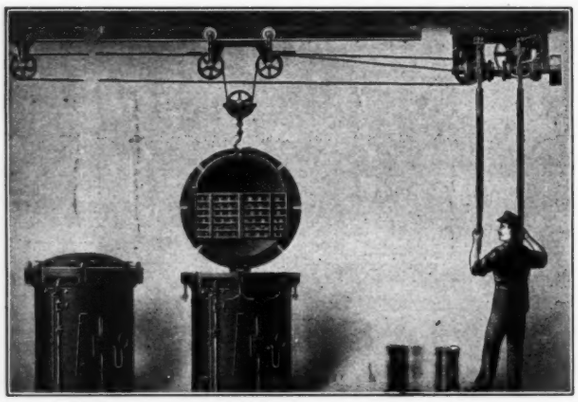
### The California Insurance Committee.

Our readers have been made aware of the trouble experienced by the sufferers in the great disaster that overtook San Francisco through earthquake and fire with the insurance companies, or more properly with those companies that tried to evade their obligations. To overcome this general trouble, the San Francisco Chamber of Commerce appointed a Committee on Insurance to look into the matter. It is notable that a prominent canned goods packer, Mr. C. H. Bentley, of the California Fruit Canners' Association, was a member of this committee, as he is vice-president of the Chamber of Commerce.

The committee made its report recently and it shows a remarkable condition of affairs, and, as Mr. Bentley points out, for the protection of their own interests all owe it to themselves to observe the fire insurance companies who lived up to their obligations and to mark those who did not. Later we will give extracts from this report, but Mr. Bentley deserves commendation for his work on this insurance investigation.


# BETHLEHEM

*BEST HOIST EVER BUILT.*



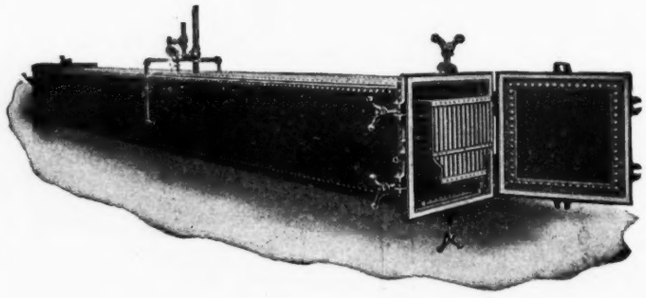
*Friction Clutches Throughout.*
*Sure Limit Stops. Greatest Daily Capacity.*
*MOST DURABLE.*
*No Hard Work For Operator.*

MANUFACTURED BY
**BETHLEHEM FOUNDRY AND MACHINE COMPANY**
SOUTH BETHLEHEM, PA.
***We are Specialists in Hoisting Machinery.***

# EDW. RENNEBURG & SON

*Machine & Boiler Works.*

## Oyster Steam Box



*With Improved Hinged Door; Making the Work Lighter and Quicker.*

1917 AND 1919 ALICEANNA STREET,
*Baltimore, Md.*

# VIRGINIA CAN COMPANY

## IS NOW MAKING CONTRACTS FOR

## ...1907...

A big advance in prices may be expected, and as we guarantee against decline now is the time for packers to buy.

We offer specially favorable terms for delivery during the early spring months.

During the four years we have been making Cans our output has steadily increased, and during the same time, by the use of improved methods, the standard of our Cans has been maintained—"equal to the best."

Information as to prices, terms, etc., will be cheerfully furnished.

O. C. HUFFMAN, President.

## VIRGINIA - CAN - COMPANY

Buchanan, - Virginia

# Jobbers' Views

### New York.

The market naturally grows quiet as the date for the inventory approaches, yet there is an encouraging current of activity in the tomato department, and at Baltimore all of the offerings of No. 3 standard at 92½c. per dozen f. o. b. have been taken and packers are now asking 95c. for full standard tomatoes. Unlabeled goods have the preference with buyers, but are not abundant; they are, indeed, very hard to find. Sales of No. 3 seconds at Baltimore have been reported at 90c. The local market has shown less interest in tomatoes, but the tone of the market is very firm. Peas are quiet and firm, firmer than we remember them to have been at this season for a long time. The high prices restrict business. Corn is also quiet, but it is reported that if some concessions were made large quantities would be purchased. The holders, however, are firm and sales have been few. Fruits are quiet. Barring Singapore pineapple, the fruits seem to be scarce and firm. Salmon supplies are in good shape, with market firm, but the demand is small at the present time. Oysters are scarce and firm. Domestic sardines are firmly held at the higher prices.—*Merchants' Review.*

### Philadelphia.

In spite of another compilation showing that the 1906 pack of tomatoes is over 9,000,000 cases, which is ample for the demand, the market is unquestionably higher by probably 2½c. Outside of a few odd lots, 95c. f. o. b. factory is about the bottom quotation on Maryland 3-lb. standards at the present time. The stock of tomatoes in the packers' hands is said to be phenomenally light. Old goods are cutting no figure, having been withdrawn for a higher price. Futures are not wanted. The price will probably settle around 80c. Spot corn is quiet and dull at unchanged prices. Futures are dull also. Spot peas are firm and active at ruling prices. Futures are in good demand and some large Western packers are said to have taken all the business they care to. Peaches are dull, but firm. The California general line is unchanged. Deliveries are still very unsatisfactory and the spot market is almost bare in consequence. Apples are unchanged, steady and quiet. The Baltimore line of small canned goods shows practically no change, except that string beans are getting firm and high.—*Grocery World.*

### Chicago.

The market seems firmer this week on everything. The tomato market has advanced a little since our last report and on account of the supply left in first hands being so small, a further advance will probably be recorded. Packers everywhere report that they have few tomatoes unsold. Demand for canned corn is somewhat better and the market is possibly a trifle steadier. The cheapness of corn makes the consumption very heavy and it is believed that the market is bound to gain before a great while, and that when once prices on canned corn are higher it will be a long time before they are as low again as today. Canned peas are one of the strongest items in the whole canned goods department. All the cheap peas have been cleaned up out of first hands and jobbers own very few. There is no large supply of any grade of canned peas and the tendency of prices is upward. The market on string and lima beans is very firm, with a good demand. Canned pumpkin has been in lively request at prices firmer than have prevailed at this time of year for several years past. All descriptions of canned fruits are extremely strong because of the limited supplies. So far as first hands are concerned, there is every reason to believe that almost no canned fruits remain unsold, and this applies to peaches particularly. Canned apples are firmer. The canned salmon market is strong on account of the statistical position. Prices will not be lower, the chances being that they will greatly advance. The market on domestic and imported sardines is very firm, with a tendency toward further advances. This is also on account of the small supply. Canned shrimp, lobsters, cove oysters, etc., are all extremely strong.—*Grocers' Criterion.*

### Montreal, Can.

Last arrivals of California canned fruits reached Montreal early in the week, as did also a few shipments of asparagus from the same source. A little more inquiry for tomatoes at $1.17½ is reported by some houses. Other lines are quiet.

### Toronto, Can.

All lines are very firm, though for the present there is no unusual demand.—*Canadian Grocer.*

### London, England.

Salmon remains a very firm market, but with the near approach of Christmas the market is quiet. Lobsters are unaltered. Sardines.—A good demand has prevailed during the week for this article and prices have improved. Unsatisfactory reports of the fishing continue to come to hand


SPECIAL AGENTS IN THE EAST FOR

The Sprague Canning Machinery Co.

"Hawkin's" Continuous Capper,
"Jersey Queen" Filler,
Model "M" Corn Cutter,
Corn Cookers, Silkers,
and all
MACHINES FOR CANNING PURPOSES.

*A 608 page Catalogue for the asking.*

GEO. E. LOCKWOOD, 308 CHESTNUT STREET, Philadelphia, Pa.

It it is used in a Canning Factory I Sell it.

Cans, Shooks, Solder, Crates, Climax Flux, "Lockwood" Gas Machines. Tools, and Etc., Etc.

*Dont worry, ask me, I'll get it for you.*

*SECOND HAND CANNING MACHINERY.*

My Motto:—
The Buyer Must be Satisfied.

WIRE BAR SEGMENT

SOLDER

*OF AN IMPROVED QUALITY.*

Pig Tin.
Pig Lead
Bar Tin
Antimony
Spelter

S. JOHANCEN & CO.

OFFICE ROOM 316 MARINE BANK BLDG.
OLD FACTORY 737 E. PRATT ST.
BALTIMORE, MD.

and stocks are getting into a small compass. The Tasso has brought 697 cases to Hull. Meats.—The improved demand is well maintained, and prices are unchanged. Fruits are a very firm market, and pines for arrival continue to go off freely at steady rates.

**Liverpool, England.**

Considering the time of the year, the demand for canned goods generally is very fair indeed. Salmon has been in particular inquiry, and especially for best grades. Fruits are also good. Pineapples.—From all reports it would appear that a very fair business is being done, both on the spot and to arrive; quotations are low. Tomatoes.—These have advanced in price and sales are being made at the increased limit. One and one-quarter tins are exceedingly scarce. Rabbits.—There is more inquiry for these.—*Grocers' Gazette.*

# Correspondence.

BALTIMORE, MD., Dec. 24, 1906.

Tomatoes.—The upward tendency of prices is showing itself on all grades. The light stocks of No. 2 tomatoes, both seconds and standards, make an advance of 2½c. per dozen very natural with even little buying. No. 2 seconds are practically cleaned up. The same can be almost said of No. 2 standards, though there is probably a larger stock of this grade here than of the cheaper grade. No. 3 standards are in healthy shape. This time last year there was heavy speculative buying, which resulted in advancing prices 10c. to 15c. per dozen during December. This year there has been no speculative buying, but actual conditions have resulted in making a stronger market. The situation here is in about this shape: The stocks of last season's goods which are left are controlled by people who are in a position to follow the market along. The stock of new goods in packers' hands is very light. This is particularly true of unlabeled tomatoes. We have been compelled to decline some good orders this week for No. 3 standard tomatoes, buyers' labels, at 95c. per dozen. The fact is, even those packers who have tomatoes on hand have got them labeled and the exceedingly light stock of unlabeled goods would seem to indicate proportionately light stocks of labeled goods. This refers to new packing.

The *American Grocer* statistics, which appeared last week, are interesting. The packing for United States, namely, about 9,000,000 cases, is pretty large and will no doubt cause considerable surprise in some quarters. There is really no occasion for surprise, however; it is quite likely this report is substantially correct. It is well to remember, however, in this connection that the 1906 packing of tomatoes had been sold ahead before the season began. Packers figured on a big year and were well loaded up with business, so that the delivery of orders which were booked for futures necesarily resulted in wiping out the pack as far as packers are concerned.

There is a peculiar condition on futures. There is a considerable reluctance to take this matter up at the present time, both by packers and jobbers. At the same time there are some orders coming in on a basis of 80c. per dozen for No. 3 standards, which we are filling, but are not finding many packers willing to make this price.

Corn.—The demand for cheap corn continues fairly satisfactory. There is no big buying going on, but some buying all the time, and as prices are stationary, there is every reason to believe that consumption is going on at a good rate.

Peas.—The market is in excellent shape with light stocks, and we believe after the turn of the year there will be a pretty thorough cleaning-up process.

Sauer Kraut.—This item is worth some attention. We can quote 1,000 cases good goods at 62½c. per dozen, regular f. o. b. Baltimore.

Oysters.—No change in the market. We are having some demand for 6 oz. and 12 oz. oysters. which are very scarce.

Yours truly, THOMAS G. CRANWELL & CO.

BALTIMORE, MD., Dec. 24, 1906.

Dear Sirs.—Interest in the tomato market on the part of the jobbers is increasing, and it extends to "futures," as well as for spot delivery. So far, the trading in futures has not been large, and both buyers and sellers show little anxiety to do business in them, believing it to be too early to commit themselves on either side of the proposition. However, there are always adventurous spirits ready to take up any good thing that comes along. There is a strong undertone to the market for spot tomatoes, for all grades and all sizes, and the prices of them are expected to go higher when the new year opens up. The statistics of the tomato pack in 1906, published in the trade papers this week, show the basis of the improved feeling in the market.

All staple articles in the line of vegetables are firm, and in most cases they are strong, excepting corn, which will have its inning some day. Spinach, sweet potatoes, kraut, baked beans and other seasonable goods will be the leaders after the holidays, and some advances in prices are expected. Some will go higher, others may not.


*WE ARE RIGHT AT YOUR ELBOW*

*to help you save. Will send you an outfit for labeling and boxing cans on trial, then lease or sell it to you outright. It does not pay to pass up Knapp propositions. Taste the pudding. It's good stuff.*

*Write us the extent of your output and size can used and we will quote you price and terms to suit. It's easy.*

*THE FRED H. KNAPP CO.*

*41 RIVER STREET. - - - CHICAGO.*

So very little business was done this week in the line of fruits that the prices were not disturbed, and there is nothing of interest to say about them, excepting that unpeeled pie peaches are getting scarcer.

All has been said that can be said about the conditions, outlook and present environment of the cove oyster market. No relief is yet in sight, and none is expected shortly, which means that the present high prices will prevail for some time to come.

Yours truly, THOMAS J. MEEHAN & CO.

## Aberdeen (Md.) Market.

ABERDEEN, MD., Dec. 24, 1906.

Tomatoes.—The twenty-seventh annual report of the *American Grocer* shows a total pack of tomatoes for the season of 1906 to be nearly 10,000,000 cases for the United States and Canada. These figures indeed look large and yet they are only another instance that ofttimes we don't realize what a long tail our cat's got. The children who used to eat a small spoonful of tomatoes have surely become grown-ups with pretty good appetites. What a gigantic ability for consumption the American consumer is showing, and if this consumption increases proportionately in the next five years, 10,000,000 cases will be a mere bagatelle. This year's statistics continue to be delightfully gratifying to the Marylander, who sees his State at the head of the list, with a total pack for the season of 1906 of 3,290,953 cases. Maryland has packed more than one-third of the total pack, more than twice as many as the next largest State. It is impossible to refrain from rising and making the request that all join together in the strains of "Maryland, My Maryland." Baltimore city excepted, more tomatoes are sold in Aberdeen than any other part in Maryland; more packers have their headquarters in Aberdeen than any point in the State, with one exception. Maryland continues to be the "Hub" of the industry, and as the average annual production is increasing prodigiously fast, Maryland packers continue to hold their own by showing an output of one-third of this enormous increase, indicating thrift, industry rnd progressiveness fully in accord with the general sentiment expressed throughout our land and given an importance as a factor, second to none in the tomato world. Being all this, the Maryland tomato packers have barely 10% of their 1906 pack unsold; their warehouses are empty and with a view to points aforesaid mentioned wherein it is undisputed that they are first and foremost, where are the tomatoes to be found that will be wanted during the eight greatest consuming months of the year before the pack of 1907 can possibly be reached? Cleaning up lots are firmly held; holders are not anxious to sell, notwithstanding the continued tight-money market which has prevailed for almost a year. The opinion is prevalent that prices must improve 20% to 25% in the next ninety days and an easier money market would insure the passing of the dollar mark almost in a night.

Corn.—Statistics indicate that Maryland is by no means an unimportant factor as far as the packing of corn is concerned; combining with Virginia, fourth rank is given, showing a total pack of 1,058,492 cases. These figures are gratifyingly less in comparison with those of 1905 and show a conservative decrease, with endeavor on the part of the Maryland packer to ward off overproduction, which is indeed highly creditable to packers within our borders. With this decrease of about one-half million cases and free selling since packing season, reassurances are in evidence that if all other States have been selling in the same proportion, better times are coming and the darkest hour has been experienced, with strong possibilities of the summer sun of 1907 radiantly shining upon the empty shelves of retailers who will be anxious to place their orders in order to replenish their stock out of the early pack of 1907.

Yours very truly, STRASBAUGH, SILVER & CO.

## Railroads Will Enforce the Pure Food Law.

Notices are now being sent out by all the important railroads that on and after January 1 every shipment must state exactly what is contained in the articles to be transported. The pure food laws require that railway and other transportation companies certify to the articles of shipments, and that bills of lading must give truthfully the makeup of the contents and their character.

This has resulted in a lining up of freight arrangements and, so far as officers of the transportation lines are concerned, they say they will adhere strictly to the law, which means that they will not be parties to any attempted evasion of the Pure Food Act on the part of the shippers.

This change in methods will result in revisions of classification in many of the products shipped from the packing houses. Requests have been sent out by the packers asking that canned goods and different varieties of small products, now listed in railway tariffs under separate names, be called either canned meat, beef or pork, or fresh meat.

SALESMAN WANTED—Strictly first-class Salesman; one acquainted with canning trade preferred; good opening for right man. Address Marine, care THE TRADE.

The Sinclair-Scott Co., Baltimore, make the Cyclone Pulp Machine.


# THE MORRAL

## DOUBLE CUT CORN CUTTING MACHINE.

A machine that will interest every canner who packs the large varieties of sugar corn.

We are now making the well-known Morral No. 2 Corn Cutter with an attachment whereby the grains of corn can be cut in two pieces at one operation, and the large variety of *Evergreen Sugar Corn* will look like *Country Gentleman Sugar Corn* when cut with this machine.

This machine is more desirable than a re-cutting machine as it will cut the corn twice at one operation, and the corn has a better appearance after it is cut.

*Every canner who packs the large varieties of corn* should have some of the ***MORRAL DOUBLE CUT CORN CUTTING MACHINES.*** Would be pleased to have you write for prices and further information. Address,

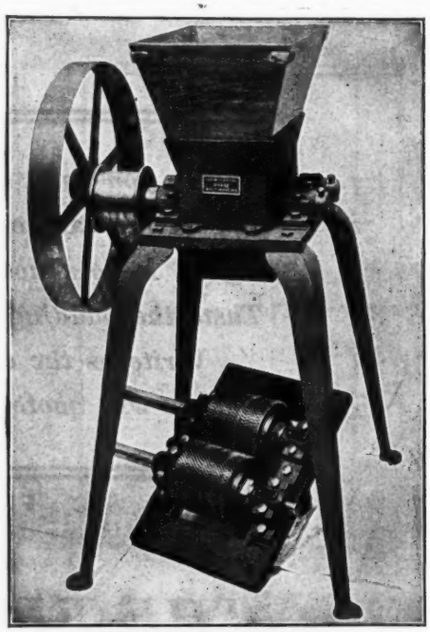
***MORRAL BROTHERS***

MANUFACTURERS OF CANNING MACHINERY.

***Morral, - - Ohio.***

# PINEAPPLE GRATER.

There are 75 saws in base of hopper, divided on two shafts and interlacing and running into one another. The hopper is made of white pine wood and the discharging schute is also lined with wood. Capacity, the pack of any ordinary house.



SHOWING SAWS WITH HOPPER REMOVED.

**The John R. Mitchell Company**

***Canning and Canmaking Machinery,***

**Foot of Washington St., Baltimore, Md. U. S. A.**

***MEET THE ISSUE***

***DON'T EVADE IT***

*If you wish to pack Red Fruits and Beets to Conform to the Pure Food Laws use the*

# SANITARY ENAMEL

Inside Coated Can

# SANITARY CANS

For Hand Filled Goods.

"The Can without the Cap Hole"

## Sanitary Can Company,

Factory, FAIRPORT, NEW YORK.

N. Y. Office, 105 HUDSON ST.

*Our Cans are Manufactured under Max Ams Patents.* *Write for Booklet and Sample Can.*

# CONVENTION BULLETIN.

**Place.**—Buffalo, N. Y. **Time.**—February 11th to 16th, inclusive.

**Railroad Fare.**—Full, going; One-third returning, get Certificate.

**Headquarters.**—Iroquois Hotel. **Machinery Hall.**—State Armory Bldg.

**Business.**—Pure Food Law Instructions. Uniform Guaranty. Discount 2 per cent. instead of 1½ per cent. Uniform sizes of cans in all Sections. Committee to investigate all charges made against Canned Goods. Mutual Insurance.

**Machinery Exhibit.**—Every mechanical device used. A number of new machines. Supplies of all kinds. A complete Cannery in operation. All machinery **working.**

**Entertainments.**—Lavish entertainments every evening by the various Associations, and by different companies and firms. More and better than ever.

**IMPORTANT.**—**You** must attend. The cost is little and the benefits great, not to mention the social good time.

*I have found*

that the quality of materials which go into the manufacture of my flux can be obtained in but one factory in the world. I have tried them all. I take all they produce. Therefore the man or firm who states that they can match my goods no matter at what price,

***DELIBERATELY MISREPRESENTS***

*Standard Soldering flux* can't be matched by anyone at any price.

*Next Week I'll tell you another reason why you should use my flux.*

MANUFACTURED BY

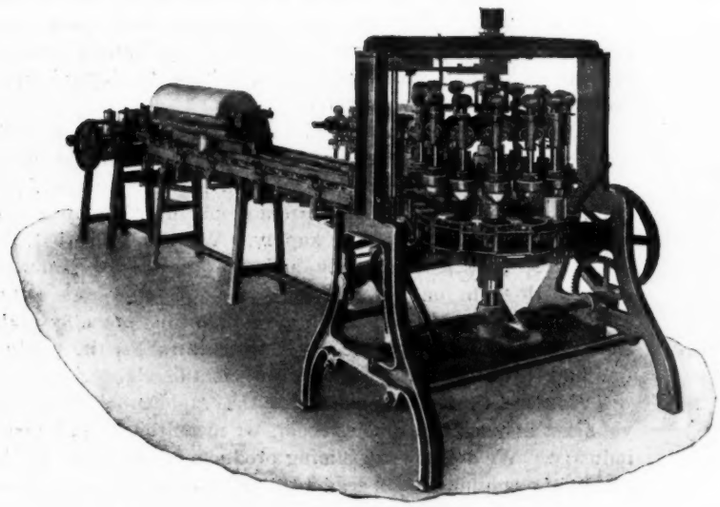
MARLOU CHEMICAL WORKS.

JERSEY CITY, NEW JERSEY.

S. O. RANDALL,
MARINE BANK BLDG., BALTIMORE, MD.
Southern Agent.

# AYARS

## UNIVERSAL CONTINUOUS CAPPER



PATENTED

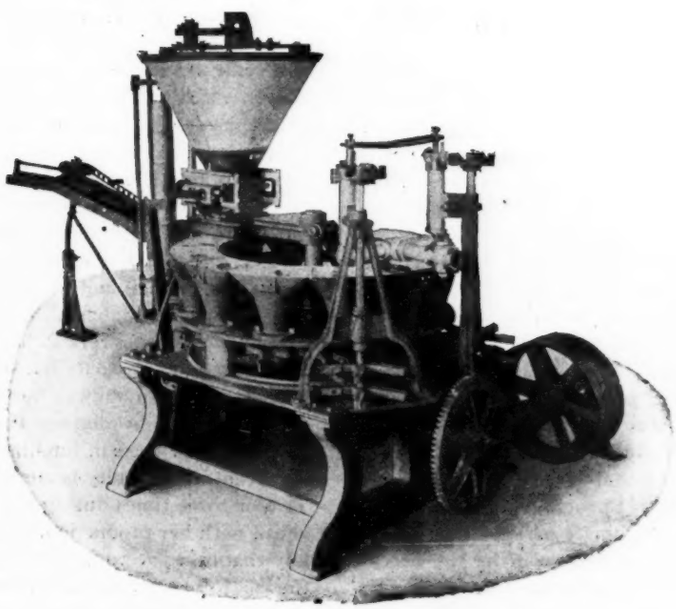
*Works equally well with wire solder, solder hemmed or solder applied caps.*

*Will cap any size can from a No. 3 to a No. 1 flat.*

## AYARS ROTARY PEA FILLER

*Will fill all grades and sizes of peas without mashing or clogging.*

*Amount of peas put in each can may be varied as desired while the machine is in motion.*



*Will brine accurately, with no waste, and only when cans are in position. All cans filled exactly alike.*

*May be used as a briner for beans or other goods.*

*Capacity 2,000 to 5,000 per hour.*

**SEND FOR CATALOGUE**

# *AYARS MACHINE COMPANY*

***SALEM : : : : : : : NEW JERSEY***

BROWN, BOGGS CO., LTD., HAMILTON, ONT., Sole Agents for Canada.

# THE TRADE.

PUBLISHED EVERY FRIDAY BY

THE TRADE COMPANY.

INCORPORATED.

E. S. JUDGE, - - - - - - President and Managing Editor.
A. I. JUDGE, - - - - - - Secty.-Treas., Asst. Editor.

Office: 107-109 S. Frederick St., Baltimore, Md.

THE TRADE is the *only* paper published exclusively in the interest of the *Canned Goods Packers* of the United States and Canada. Established in 1878.

TERMS OF SUBSCRIPTION.

Payable in advance on receipt of bill.

| | |
|---|---|
| One year, | $2.00 |
| Six months, | $1.00 |
| Foreign, | $4.00 |

ADVERTISING RATES.—According to space and location.

Make all Drafts or Money Orders payable to THE TRADE CO.

Address all communications to THE TRADE CO., Baltimore, Md.

Notices of *Hands Wanted* or *Situations Wanted* will be inserted free for paid annual subscribers; other parties will be charged $1.00 per inch per insertion, $3.00 per month.

Packers are invited and requested to use the columns of THE TRADE for inquiries and discussions on all matters among themselves pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

*Entered at the Postoffice, Baltimore, Md., as second-class mail matter.*

BALTIMORE, FRIDAY, DECEMBER 28, 1906.


## THE BRIGHT OUTLOOK OF THE NEW YEAR.

Now that Christmas is passed, the first thing in order for the future is the question, What of the New Year? Naturally, at the end of an old year, the prospects of the new one are the all-absorbing question. It puts business, to every man in it, in the position of the famous statue of Janos, who had two faces, one looking forward and the other looking backward, and the aspect that it gives is almost certain, therefore, to please either one or the other, whether it be silver or gold in its countenance. At the present time the golden face of Janos is undoubtedly turned to the future, for never in the history of the world were the prospects of the business man, of every merchant, manufacturer, wholesaler or retailer as full of promise as they are today. But one of the peculiarities of the age in which we live consists of the fact that if you wish success you must have energy. Although success depends apparently upon the general movement in all directions, it still is true that no man can get his share of that success unless he puts personal energy into his efforts. The world is rapidly approaching a period when education, intelligence, information and execution will be the necessity on the part of the man who is seeking to succeed. But with every recurring century, in fact every returning year, the intelligence of mankind is increasing, is being conserved and is leading the way in all things. It is worthy of study that in proportion to its intelligence all other things come to it; it increases in charity, in energy, in good will, in invention and in everything that goes to make the man more human.

Another thing remarkable is that at the head of all these qualities comes the increasing necessity for man to govern himself. America today is at once the exponent of the ability of man in this respect, and it is the exemplar at the same time to all the world of the advantage of success. A strange fact in this regard is that nature, we might almost say Providence, seems to throw all its favors in the way of the successful man. We noticed in our last week's editorial the extraordinary value of farm products in America, running up to between seven and eight billions of dollars, untold crops in quantity and quality, which are only used as a basis of greater production hereafter. It would almost seem as if we would overdo the market, that while we are putting ourselves in the position of a world supplier in the way of food, the world will not need the supply; but here is what occurs which seems almost remarkable: The world not only can consume it, but actually needs it on account of failures in its own crops. Thus the latest reports to hand show that Russia is facing almost a famine, her wheat crop being a hundred millions of bushels short, and she will have to depend upon America's great supply for safety.

Thus with both heaven and earth favoring us, is it little wonder that we are inclined to feel saucy; yet so far the great Republic has never lost its head, and our servants in the Agricultural Bureau at Washington are not only figuring upon new markets, but for an increasing supply. We are told that the wheat crop by scientific study and energy can be increased at least three to one on the same acreage, that our cotton crop can be increased very much more than this, probably eight times, and so on through the whole agricultural list the production is very small in proportion to the scientific ability.

Not least in its developments, in the rapidity of it, is the youngest known trade among them; we mean the canned goods industry. We are now consuming products of this kind to the extent of one hundred and seventeen millions of dollars per year, and yet the expansion continues, with the known fact that it is putting into the hands of the poor, the hard working, the agricultural laborer and all men in our country, the very luxuries of the table at all seasons of the year. But a continuance of energy, charity and sobriety are necessary to a continuance of these conditions. There is no room in any of the fields of America in trade or otherwise for the drunkard, the slothful or the purely grasping man, and there seems to have awakened in all our officeholders a recognition of this fact. But probably there will come a crisis before long in the minds of the masses of industry which will be an important point in the history of this development. It requires great intelligence, great energy, great unselfishness through a course of many generations to produce men who have the ability to accomplish what is being accomplished today by men who are managing multitudes in employment, who control and handle millions of capital; but it is certain, difficult as this task is, or difficult as it is for Nature to produce such men, and for such men to carry out her wishes, they find it more difficult to give up such dominant positions than it is to do the work in hand. But still the work will go on, and there will come only one man in a long time in a nation who will have such an ability; but as the youths grow up his like is multipl ed, and by degrees the whole nation becomes similar, making a new basis of intelligence to proceed upon.

Another difficulty is almost certain to face us before long. Two or three times during the last century America has gone ahead with her production, mechanical and otherwise, so rapidly that it has overdone quantity, because it took a long time for the fact to be recognized that consumers are more necessary than producers, and that unless a thing is regularly consumed it is folly to produce it. Even in the canned goods business in recent years we have had occasion to notice in one article or another that our quantity of production was in excess of the demans of the market. The closing months or weeks of the year 1906, however, make the record that at the present time there is no surplus of anything in tin cans to impede the advance of the year 1907. For this reason it should be a very excellent year. We, of course, depend upon the regular proceedure of Nature for supplies of goods to be put into the cans, but that can be assumed. Almost anyone can count certainly that we will have normal crops in America, and with that assumption in connec-

tion with sufficient energy and a good condition of the market, there is nothing to prevent an unusually fine state of trade in the year approaching.

We have, however, to understand that the government, speaking for the people, is going to require a finer supervision of products in all lines of foods. As the canned goods business is becoming every year more and more a food purveyor to the people, it is necessary for the producers, otherwise the packers, to lend their assistance to a compliance with the law, recognizing that there never was a time when strict requirements in respect to quality of goods is so necessary to the best interests of their business.

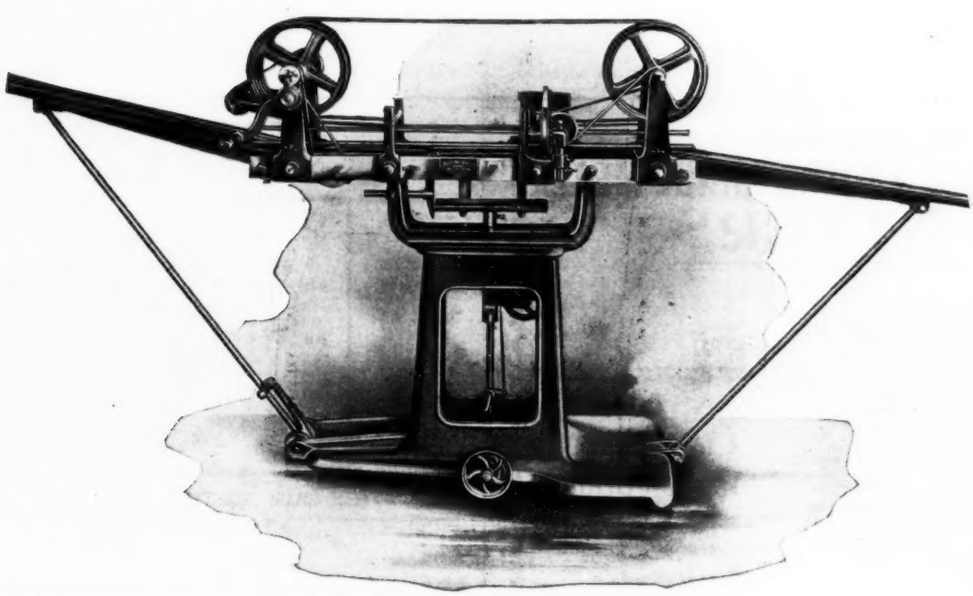
America is not only getting rich by reason of intelligence and energy, but it is getting careful; it is not sufficient that the wheat that grows is larger in quantity than ever before, but it is scientifically demanded that it shall excell in respect to every grain of wheat produced.

In the same way it is not content to vastly increase the market for canned goods, nor that that market shall be simply pleased, but that the goods that are offered in the market for consumption shall be above and superior to any other goods that can be gotten for food. Those who have most felt the ruinous effects of conscienceless competition will be glad that the government is insisting upon this improvement, knowing that the result will be not only higher quality in the goods, but result in better health to the people, better prices and better profits for the producer and distributor. It has already become a motto among our people that nothing is too good for an American; that even admitting that as the price increases they must have the best in all respects that can be gotten up, even if the price does increase.

In wishing to all a Prosperous and Happy New Year, we cannot make the wish with better backing than with this outlook, viz.: May 1907 result in the finest of crops, finely and carefully packed, and sold at a paying profit to an appreciative people.


# *NO DISCOLORED LABELS*

## *WHERE THIS MACHINE IS USED.*



## THE BURT LABELER

***Uses a waterproof cement—not affected by moisture (caused by sweaty cans), nor by chemicals in the (paper) label. This is one of the reasons why it is universally used.***

***Write for the booklet, explaining the "Modern Method of Labeling"—the only satisfactory way.***

## *BURT MACHINE COMPANY*

## *BALTIMORE.*

## Food Inspection Decisions 46.

FICTITIOUS FIRM NAMES.

The following extract from a letter is typical of a question frequently asked:

In connection with our manufacture of flavoring exrracts, we produce an article containing a certain percentage of artificial coumarin and vanillin. This product has been placed on the market under the name of ——— & Co., a fictitious firm, although dealers have always understood that it was our product. Is there any objection to our continuing to brand the product as manufactured by ——— & Co.?

The same question has frequently been asked by importers who state that they desire to assume the responsibility for particular brands.

It has been held by the Attorney-General (F. I. D. 2) that—

the words " * * * Daisy Sugar Corn, ——— ——— Company, Milwaukee, Wis.," clearly imply that the goods referred to are manufactured or prepared by that company in Wisconsin. The general public, unfamiliar with trade practises, would inevitably reach that conclusion

Regulation 18 provides that if the name of the manufacturer and the place of manufacture be given, they must be the true name and the true place. It would appear, therefore, that the use of a fictitious name in such a manner that it would be understood to be the name of the manufacturer would be clearly a violation of Regulation 18. It is apparent that the provisions of Regulation 18 will not be fulfilled by the nominal incorporation of a fictitious firm. The regulations require that goods must be actually manufactured by the firm represented on the label as the manufacturer.

When a proper name, other than that of the manufacturer, is placed upon a label it must not be used in the possessive. For instance,

CHARLES GASTON'S
OLIVE OIL
BORDEAUX

can only be properly used on an oil manufactured by Charles Gaston at Bordeaux. The same is true if the designation

GASTON'S
OLIVE OIL
BORDEAUX

be employed

On the other hand, the word "Gaston" might be used in an adjective sense, and not in the possessive case as qualifying the words "olive oil," in a manner that would indicate that it represented a brand and not a manufacturer, as

GASTON OLIVE OIL

In such case, however, neither given name nor initials should be employed. The word "Gaston" should be in the same type as "olive oil" and in equal prominence, thus forming a part of the label. Again, "Gaston," or "Charles Gaston," might be used, accompanied by the word "Brand," as

OLIVE OIL
GASTON BRAND.

Or,

OLIVE OIL
CHARLES GASTON BRAND.

In such cases, however, the name of the manufacturer should also be given.

WASHINGTON, D. C., *December 13, 1906.*

JAMES WILSON, *Secretary of Agriculture.*

## CANADIAN FISHING SUCCESS.

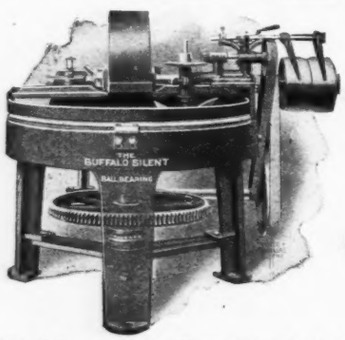
Consul E. A. Wakefield, of Orillia, reports that the whole catch of fish in Canadian waters by Canadians, including fish products, seals, etc., during 1905, aggregated nearly $20,000,000 in value, exceeding by $4,000,000 the largest output of 1901. Nova Scotia was superseded as the banner fish-producing province, British Columbia taking the lead. The Pacific coast province alone showed an increase of $4,631,000. The following are the fish-producing provinces and the value of the fish produced by each: British Columbia, $9,850,216; Nova Scotia; $8,259,085; New Brunswick, $4,847,090; Quebec, $2,003,716; Ontario, $1,708,963; Saskatchewan, $1,811,570, and Prince Edward Island $998,922. The five most valuable kinds of fish from a commercial standpoint are: Salmon, $8,989,942; lobsters, $3,906,998; cod, $3,421,400; herring, $2,303,405, and whitefish $1,051,161. The fur-seal skins secured by British Columbia hunters during the year realized $331,152.

During the last fiscal year the fish and fish products, including marine animals, exported from Canada to foreign countries, chiefly to the United States and Great Britain, amounted to $16,040,000, being an increase of over $5,000 000 over the previous year's export.

WANTED:—A capable and energetic can maker, experienced in handling help, and operating automatic machinery, for assistant foreman in a large packer's can plant. Good prospect of promotion for a competent man. Address, stating past and present employment,

"Can Maker" Care of The Trade.


VEGETABLE, FRUIT & MINCE MEAT CUTTERS




FASTEST CUTTERS in the world

*Used for making Picalili, Chili Sauce, Worcestershire and Cherry Sauce, Mince Meat, etc., etc.*

HAND CHOPPER
(5 sizes for power)

BUFFALO CHOPPERS
FOR
Mince Meat
(Dried Fruits)
Vanilla Beans, etc.

WE ALSO MANUFACTURE KRAUT CUTTERS

J. E. SMITH'S SONS CO.
BUFFALO, N. Y.



ANNOUNCEMENT

"USE OUR SOLDER AND KEEP SMILING."

WM. N. NORMAN

The Solder Salesman, is visiting the tin can factories and fruit and vegetable packing houses for

S. JOHANCEN & CO.

THE SOLDER MANUFACTURERS

—OF—

BALTIMORE, - MARYLAND.

*THE METHOD OF PACKING SWEET CORN IN TIN CANS HAS BEEN*

# *REVOLUTIONIZED!*

***THIS SOUNDS LIKE A STRONG STATEMENT, BUT THE PEOPLE WHO MAKE THE STATEMENT CAN SATISFY YOU OF ITS CORRECTNESS IN SHORT ORDER.***

**DISCOLORATION IN CANNED CORN—METHOD THAT PREVENTS IT.**

The following is an extract from a communication received by the Sprague Canning Machinery. Co. from Prof. Duckwall, while he was at Onarga, Ill., inspecting the processing of corn with the Polk Agitating System:

"Unless the process on pure corn is cut down to at least 35 minutes at 250 degrees Fahrenheit it will be impossible to produce canned corn without discoloration, and I beg to explain this statement as follows:

"When processing corn at 250 degrees Fahrenheit for 65 minutes or more the corn which lies next to the tin is subjected to 250 degrees Fahrenheit for such a long time that the proteids are disintegrated and *sulphur* is set free. This sulphur unites with the hydrogen, which is liberated by the action of the soldering flux on the metal, tin and lead in the solder and body of the cans. Sulphur and hydrogen for sulphuretted hydrogen, $H_2S$. This is the gas made and used in all laboratories for precipitating metallic salts, such as tin, lead, iron, etc. These metallic salts are of various colors, black, brown and pinkish purple. Consequently the corn will become discolored in proportion to the amount of metallic salts precipitated and this phenomenon cannot be avoided by any known means where $H_2S$ is formed in the presence of metals in solution. Now, the ordinary tin can has considerable solder on the inside of the can, both in the crease at the top and bottom and also along the side seam. In proportion to the amount of lead exposed will be the discoloration of the corn. Therefore, until a can is made which shall be soldered entirely on the outside, or with a solder practically free from lead, it will be impossible to can corn without bleaching or chemical agents now prohibited by law.

"I find that the agitating system overcomes the difficulty entirely.

"In this system you are constantly shaking the corn away from the tin. No part of the contents is exposed to the action of 250 degrees Fahrenheit for more than 18 minutes, as we demonstrated by inside thermometers. This time is not sufficient to disintegrate the proteid molecule—hence no sulphur is set free, consequently there is no formation of sulphuretted hydrogen, $H_2S$, and then, of course, there is no precipitation of metallic salts, even though they should be in solution. As a matter of fact there are some metallic salts in solution, but since there is no $H_2S$ to precipitate them, they remain in solution and the inside of the can after empting is found to be just as bright as it was before filling. While in the case of the regular process the whole inside is discolored, all of which discoloration is taken up more or less by the corn increasing with age *to a limit.*

Yours truly,

"E. W. DUCKWALL."

You are packing your corn without Bleach—the Law forbids its use. You may or may not have used Bleach in the past, but if you did the aim was to improve the appearance of your corn or hold as near as possible to the natural, original color. Why was this effort necessary? Because everyone knows that the longer you cook the corn in the can the darker it becomes, and the sterilizing process has called for a long cook—65 to 70 minutes and even longer, according to temperature used, etc. You were and are unable with your present method to insure the sterilizing of entire contents of the can without over-cooking and discoloring a large portion of same.

***Why does the corn become discolored?***

***At what period in cook does the darkening commence?***

***How can discoloration be avoided?***

***Is the remedy for discoloration a theory or an accomplished fact?***

Read Professor Duckwall's remarks opposite and write us for more data. ***The packing of Sweet Corn in tin cans has been revolutionized.*** We can satisfy you of the fact.

Yours truly,

**SPRAGUE CANNING MACHINERY COMPANY**

DANIEL G. TRENCH & CO. GEN'L AG'TS. **4 RIVER STREET, CHICAGO, ILL**

## The Canned Goods Exchange Luncheon.

President Orem, of the Canned Goods Exchange, in his characteristic manner, realizing that a better social feeling among the members of the Exchange would result in better attendance at all meetings and more interest in the proceedings, decided last year to hold a Christmas Eve luncheon and his efforts proved a marked success.

This year again the members met, exchanged the compliments of the season and partook of a neat, well-served luncheon and passed a most pleasant afternoon. Nearly, if not all, members and their secretaries and assistants, paid the Exchange a visit on this occasion, and all agree that it is a most enjoyable innovation.

At the conclusion a toast was drank to the President, not only to wish him the compliments of the season, but a pleasant voyage and safe return from the European trip upon which he is about to start. He will be gone about three months.

---

WANTED—Canning Factory, in best market, wishes to add a winter pack; practical, experienced man, capable of building up the business, and willing to invest some capital, wanted; state what goods you have packed and give references. Address E., care of THE TRADE.

---

DIE MAKER WANTED—Competent man to sharpen and repair dies. State where previously employed and salary wanted. Communicate at once with— UNION CAN COMPANY, Rome, N. Y.

---

### FOR SALE.

One No. O. Crosby Press, suitable for lard pails or for combination dies. Same is in first class order, and can be shipped at any time. Full description furnished upon request.

THE SEARS & NICHOLS CO.,
1m CHILLICOTHE, OHIO.

---

**Error Insurance.**—Have A copy of a Complete Course in Canning always at hand. **Price $5.00.**

---

You pay full fare going to Buffalo Convention; ask for Certificate, and on returning present Certificate and get ticket at one-third full rate.

---

WANTED—Situation as manager or processor, Practical, understand processing of all kinds of fruits and vegetables, Winter goods, sauer kraut, baked beans, cove oysters, sweet potatoes, etc. Understand can making by machines or hand. Twenty years experience, best of reference.
LAWRENCE KING, 2208 Fairmount Ave., Baltimore, Md.

---

WANTED POSITION—As superintendent processor; have had 15 years experience in packing and processing all kinds of fruits and vegetables. I am up-to-date in steam fitting and the installation, care and working of all machinery used in a factory—in fact can give plans and superintend the building of new plants complete; am a good manager of help, am strictly temperate and can give the best of reference. Address, "G. G. W."
612 East Grand River Street, Clinton, Mo.

---

WANTED—A position as Superintendent; years of experience; can pack all kinds of fruits and vegetables according to the Pure Food Laws; understand all up-to-date machinery; can build or remodel plants to the best of advantage; also, willing to go into partnership with a good reliable party; can give the best of reference; inquire through trade. Address Position, care of THE TRADE.

---

### FOR SALE.

Two Power Cherry Pitters, capacity 200 bushels per day; original cost $400, sale price $100. Have been used four seasons, are in good condition and will do good work, leaving the cherries comparatively whole. J. MIKESELL & CO.
SHELBY, MICH.

---

### FOR SALE.

One (1) Closed Kettle with fixtures complete; also the machinery of a small New Jersey tomato cannery, including: Two (2) 40 H. P. Steam Boilers, cheap rent of buildings, in a good tomato growing locality. For further particulars, address,
WM. L. ANDERSON, Hightstown, N. J.

---

WANTED—A position as a Processor and Superintendent for 1907. Can furnish the best of references. "C. F. S." UNION CITY, PA.

---

**Error Insurance.**—Have A copy of a Complete Course in Canning always at hand. **Price $5.00.**

---

"AMALIE BRAND"

NO LEAKS SOLDERING FLUX NO PIN HOLES

JELLY COLOR. BENZOATE OF SODA. TOMATO COLOR.
JAM COLOR. CAUSTIC SODA. CATSUP COLOR.

*Our Booklet "HINTS FOR THE CANNER" Mailed Free on Request.*

GERMAN AMERICAN CHEMICAL WORKS

L. Sonneborn Sons

*NEW YORK, BOSTON, OIL CITY, PA.*
*BALTIMORE, NORFOLK, PETROLIA, PA.*
*PHILADELPHIA, ST. LOUIS, NEWARK, N. J.*

# CONTINENTAL CAN COMPANY

DIRECTORS
T. G. CRANWELL, PREST.
A. W. NORTON, VICE-PREST.
F. P. ASSMANN, SEC. & TREAS.
J. C. TALIAFERRO.
B. H. LARKIN.

C. A. SUYDAM, SALES AGENT.

FACTORIES
CHICAGO
SYRACUSE
BALTIMORE

TO THE CANNING TRADE:

We beg to announce to the Canning Trade that we will have in operation for the Canning season of 1907 a thoroughly up-to-date Can Factory at Baltimore, Maryland. Our Baltimore Factory will have both Pennsylvania and Baltimore & Ohio Railroad Tracks on our own property, thus giving us the only Can Factory in the East with such shipping facilities, and will enable us to ship to all points in the Country.

Taking our three Factortes together SYRACUSE, BALTIMORE, and CHICAGO, the Buyer and user of Cans is protected against any contingency that may arise.

This new Factory at Baltimore is made necessary by the growth of our business, and we bespeak for the Baltimore Factory the same kind preference extended to both our Syracuse and Chicago Factories.

We can only add that the "CONTINENTAL CAN" produced at BALTIMORE will be in every sense equal to the best produced either at Syracuse or Chicago, and we are entirely confident that our Baltimore Factory will soon be the recognized headquarters in the Baltimore District for the best Can, just as our Chicago and Syracuse Factories are regarded in their respective districts.

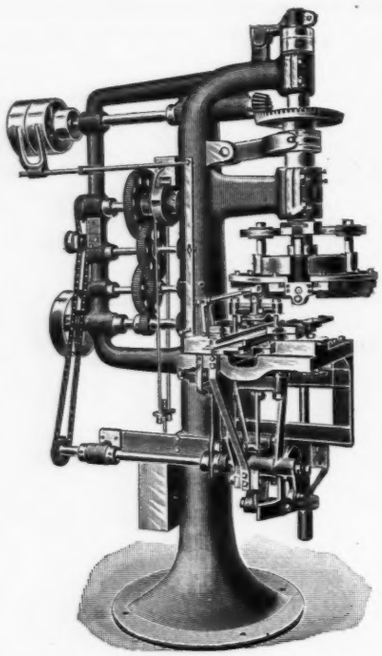
Remember, we make the Can with the "C" in the bottom.

Awaiting your commands, we remain,

Yours very truly,

CONTINENTAL CAN COMPANY

T. G. CRANWELL, President.



PATENTED.

**THE CANS STAND STILL.**

For doing Irregular Work, Square Cans, Etc.

# THE CANS STAND STILL

IN THE

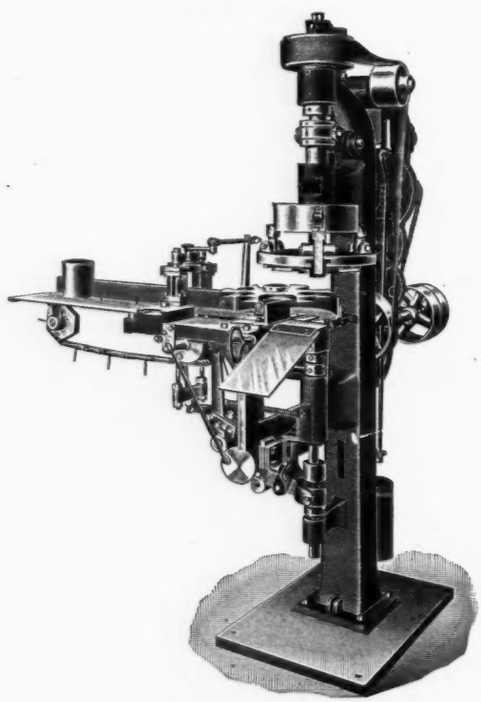
# STEWARD SANITARY CAN SYSTEM.

If you have not thoroughly—definitely—investigated the merits of these machines, you owe it to yourself to do so—now. . . . . .

Every packer who aims for something good, should use the best, that is ours. Our cans and machines are having grand success, and they have a record. The Cans Stand Still. . . . . .

We expect to have a factory in Western New York so that our friends can get cans at reasonable freight rates. . . . . .

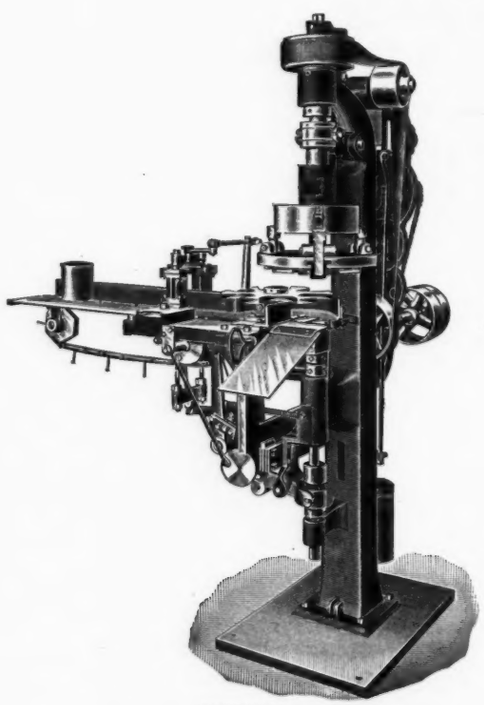
SOME CANNERS are using several of our Double-Seamers—ONE 28; ANOTHER 50 Machines.
Three Concerns in Maine will have a capacity of nearly a million cans a day the coming season.
"ENOUGH SAID."



PATENTED.

**THE CANS STAND STILL.**

AUTOMATIC FEED.



PATENTED.

**THE CANS STAND STILL.**

PARTICULARS FOR THE ASKING.

**L & J. A. STEWARD,**

**MANUFACTURERS OF CANS AND MACHINERY,**

**RUTLAND, VERMONT.**

# YOU SHOULD

## USE SOLDER APPLIED CAPS

THE LATEST AND BEST FOR CAPPING.

THEY SAVE

## TIME - MONEY - LABOR - SOLDER

WRITE FOR PARTICULARS TO ANY

## INDEPENDENT CAN MAKER

...OR ADDRESS...

# A. SCHULTZ & COMPANY

MANUFACTURERS OF

# SOLDER

BALTIMORE, MARYLAND.

# ...BARGAINS...

1 Crosby Lock Seamer, equipped for No. 2 and No. 3 standard cans.
1 Crosby Header for No. 2 standard cans.
1 Crosby Rotary Crimper for No. 2 and No. 3 cans.
1 Crosby Rotary Crimper for No. 2 and Gallon cans.
1 Utica Industrial Co. Header for No. 2 and No. 3 cans.
1 Utica Industrial Co. Header for No. 2 and Jersey No. 3 cans.
2 McDonald Testers for sizes up to gallons
1 Ayars Automatic Tester for No. 2 and No. 3 cans.
1 Bliss No. 3 Press for gangs of dies.
1 Rotary Resin Pulverizer.
1 Fay & Scott End Soldering Machine.
3 Sprague Corn Cutters, 1893 model.
3 M. S. Corn Silkers.
2 Conant double filler corn Cookers.
1 Burnham double filler corn Cooker.
2 Huntley No. 6 Pea Graders.
1 Stevens foot power Tomato Filler.
1 Lockwood Carburetor.
1 4 H. P. Upright Engine.
1 12 H. P. Horizontal Engine.
1000 reams 10x14 Tissue Wrappers.
350 reams 12x16 Tissue Wrappers.
2 Knapp No. 2 Labeling Machines.

**ALL OF ABOVE IN FIRST CLASS CONDITION**

**PRICES AND TERMS ON APPLICATION**

## S. F. SHERMAN,

## Utica, N. Y.

**FOR SALE.**

1 Model M. Corn Cutter.
1 M. & S. Corn Silker.
1 Burnham Corn Cooker. Will sell cheap; the Cutter and Silker good as new. Address S. B. HARDWICK,
11-15-1m Kinsale, Va.

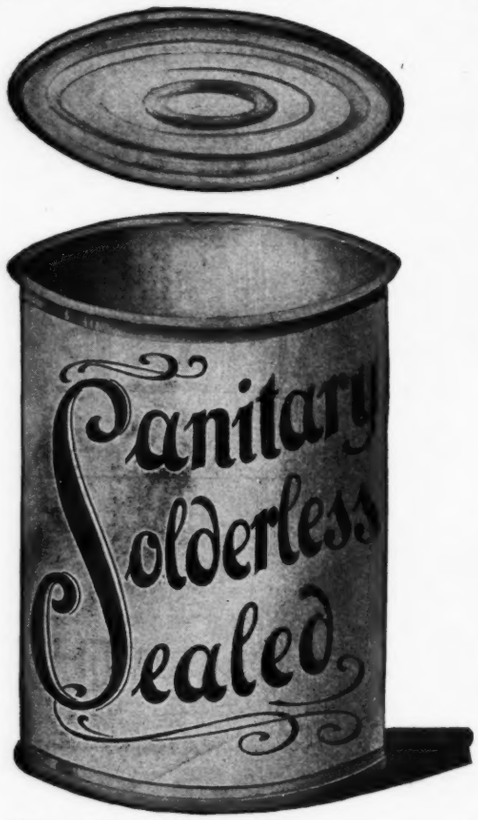
**FOR SALE CHEAP.**

One Phelps seamer in perfect working condition.

Address, "W"

11-15-1m Care of THE TRADE.

# New Seam SANITARY CAN.




WESTERN TERRITORY
FEDERAL CAN CO.,
19th & HARRISON STS.
San Francisco, Cal.

EASTERN TERRITORY
SANITARY CAN CO.,
105 HUDSON STREET,
New York City.

Manufacture these cans for sale under our patents.

**NO HOLES NO CAPS**

**The Entire Top Open.**

*SEALED WITHOUT*

***HEAT, SOLDER,***

*or objectionable*

***FLUXES,***

***PREVENTING SCORCHING AND BLACK SPOTS.***

Impossible in packing to lacerate delicate food products. Will stand both retort and bath processing. A perfect sanitary can is obtained, eliminating all the faults of the old unsanitary type, making an ideal package, as cheap, more attractive, wholesome and better than anything yet devised.

A descriptive illustrated catalogue and sample will be sent upon request.

***We furnish complete outfits for making these Cans.***

**Round, Square or Irregular Shapes.**

***All Packers, Brokers, Jobbers and Retailers should recommend goods packed only in this package.***

## MAX AMS MACHINE CO.

***MT. VERNON, N. Y.***

## Baltimore Canned Goods Exchange Guaranty.

Important action has been taken by the Baltimore Canned Goods Exchange in its endeavor to comply fully weth the provisions of the pure food law which will not only tend to obviate any violations of the regulation, but protect Baltimore canned goods from being confused with other and inferior brands. Under the leadership of President Hugh Orem, the local exchange has been one of the foremost organizations in the agitation for pure food products, and its decisions have invariably been followed by similar action on the part of other exchanges, as will doubtless be the case in this instance.

The Baltimore Canned Goods Exchange, has, after a number of meetings, decided to adopt a uniform guarantee, which will not only protect the local trade, but the reputation of Maryland products as well. This guarantee, as adopted, reads: The undersigned do hereby warrant and guarantee that all Canned Goods hereafter sold by..... .....to..... ..... of..... ..... ....., bearing our own labels, will comply with the provisions of the National Pure Food Law, in that they are not adulterated or misbranded within the meaning of an act "preventing the manufacturing, selling or transportation of adulterated or misbranded or poisonous or deleterious food, drugs, medicines and liquors, and for regulating traffic therein, and for other purposes, approved June 30, 1906."

Where goods are sold under buyer's labels bearing our name, we guarantee the goods as to purity, but not as to misbranding.

Date.....day of.....190.....

Seller's Name..... ..... .....

Address..... . . ..

Several thousand copies of the above are being printed for distribution among the members, who will sign and execute them as called for by any wholesale grocer or jobber in the United States.

Mr. Hugh S. Orem, president of the exchange, when asked to explain its provisions, said: Nearly every jobber in the country has adopted a guarantee, which he asks the packer to sign, and each guarantee differs in form and substance. Many require far more than was ever contemplated by the law, while others are so carelessly drawn they fail to cover even that which the law provided. The packers in consequence became confused and mystified and concluded to settle the question once and for all by making a guarantee, which would, at least, be regular and uniform, there being no possibility of mistaking its meaning.

It plainly states that canned goods ordered with the packer's labels are not adulterated or misbranded within the meaning of the act. When canned goods are sold covered with buyers' labels, bearing also the packer's name, they are guaranteed as to purity, but not as to misbranding. It is readily seen that the packer will guarantee only when his label covers the goods. This is only a bit of justice, for instance: An Indiana jobber buys an invoice of tomatoes from a Baltimore packer, another invoice from a Delaware packer, still another one from a packer in Indiada. The three purchases are covered with the buyer's label. A government inspector seizes some of these tomatoes for an alleged adulteration. There is no way to identify them. What proof can the buyer offer that the alleged wrongdoer is the Baltimore, Delaware or Indiana packer, and what testimony can either of these packers give that the goods condemned are not out of his packing? The Indiana packer, remember, is not amenable; he sold in his own State and does not come under the provisions of the Interstate Commerce Act. Therefore "the label's the thing" which determines the responsibility.

It is as great a misdemeanor to misbrand as to adulterate. The packer, therefore, who guarantees his own label against misbranding certainly does not feel called upon to guarantee the buyer's label. Indeed, no jobber should ask it of him, though such guarantees have been given and accepted, no doubt under a misapprehension. Hence, when a buyer's label covers the packer's name as well, no guarantee can be given as to misbranding. Unquestionably, this is the buyer's business.

Buyer's labels can be used as formerly, but a guarantee will not be given. When the packer's name appears upon the buyer's label the guarantee against adulteration holds. A guarantee against both adulteration and nisbranding is only given when the packer's own label covers the goods.

The adoption of this guarantee by the Canned Goods Exchange is a pledge of sincerity that the membership is willing and anxious to comply with the National Pure Food Law.

## The Sanitary Can Co. Entertains Employes.

On December 19th the Sanitary Can Company of Fairport, N. Y., furnished a most enjoyable dance and entertainment to all its employees, using for the purpose the new building recently erected as an addition to their factory. The hall was tastefully decorated with Christmas greens and a string orchestra furnished music during the evening. There was also a splendid luncheon served and the entire evening was voted a success. Everyteing was furnished by the Company, and as all canners know the Messrs. Cobb always do things well. At the same time this may be considered a good beginning for the increased business of the coming year.


# THE PURE FOOD LAW

(Food & Drugs Act, June 30, 1906.)

# PURE FOOD REGULATIONS

AND

# PURE FOOD STANDARDS.

all under one cover, in handy shape for quick consideration. : : : :

## NOW READY.

We have realized the necessity of canned goods packers and preservers studying the requirements of the new Law and have anticipated it by issuing this little pamphlet. Send 10c. in stamps for a copy. : : : :

# THE TRADE

Baltimore, - - Maryland.

PACK YOUR

# BEETS and FRUITS

IN BUCKLINITE COATED CANS AND PRESERVE THEIR

## Natural COLOR and FLAVOR

NO CHANGE IN YOUR MACHINERY OR METHODS

The same can you have always used, except that it is coated on the inside, which prevents metal action and its consequences—the bleaching of fruits or vegetables.

**NATIONAL CANNING AND MAN'F'G CO.**

Boston and Hudson Streets - - - BALTIMORE

# BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

## APPLES.

| | Cash. | | Regular. | |
|---|---|---|---|---|
| Standard 2s | $ | | 50 | |
| " 3s | | | 60 | 62½ |
| " Gallons | | | 1 90 | 2 00 |

## BAKED BEANS.

| | | | | |
|---|---|---|---|---|
| Lunch 1s | $ | | 31 | 35 |
| " 2s | | | 40 | 45 |
| Tall 2s | | | 40 | 45 |
| " 3s | | | 55 | 75 |

## BEANS.

| | | | | |
|---|---|---|---|---|
| Green String 2s | $ | | 47½ | 50 |
| " " 3s | | | 65 | 70 |
| " " Gallons | | | 1 95 | 2 00 |
| White Wax 2s | | | 42½ | 45 |
| " " 3s | | | 65 | 70 |
| " " Gallons | | | 1 75 | 1 80 |
| Refugee 2s | | | 65 | 70 |
| " Extras, 2s | | | 1 25 | 1 40 |
| Green Lima 2s | | | | 90 |
| " " small 2s | | | | |

## BERRIES

T. G. CRANWELL & CO., Brokers, Baltimore.

| | | | | |
|---|---|---|---|---|
| No. 2 Standard Strawberries | $ | | 80 | |
| " Extra Fancy Preserved Strawberries | | | | |
| No. 1 Ex. Pres. Strawberries | | | 1 00 | |
| " 2 Standard Raspberries | | | 1 00 | |
| " Ex. Pres. Red Raspberries | | | 1 20 | |
| " Standard Blackberries | | | 60 | |
| " 3 " " | | | | |
| " 2 Extra Blackberries | | | 1 20 | |
| " " Fancy " | | | | |
| " Standard Gooseberries | | | 80 | |
| " " Blueberries | | | | |

T. J. MEEHAN & CO., Brokers, Baltimore.

| | | | | |
|---|---|---|---|---|
| Blackberries, 2s | $ | | 57½ | 60 |
| " " Pres | | | 90 | 1 00 |
| Blueberries, 2s | | | 95 | 1 00 |
| Strawberries, 2s | | | 75 | 77½ |
| " Preserved 1s | | | 85 | 90 |
| " " 2s | | | 1 65 | 1 75 |
| " Gallons | | | 1 00 | 1 00 |
| Gooseberries, 2s | | | 75 | 80 |
| Raspberries, Red 2s | | | | |
| " " " Preserved | | | | |
| " Black 2s | | | 95 | 1 00 |
| " " " Preserved | | | 1 25 | 1 30 |

## CHERRIES.

| | | | | |
|---|---|---|---|---|
| Red 2s | $ | | 65 | 70 |
| White 2s | | | 1 20 | 1 75 |
| Extra White | | | 1 40 | 1 50 |

## CORN.

T. J. MEEHAN & CO., Brokers, Baltimore.

| | | | | |
|---|---|---|---|---|
| No. 2 Full Standard, Shoepeg | $ | | 65 | 67½ |
| " New York or Maine Style | | | 52½ | 65 |
| " Seconds, Soaked | | | | |
| " Standard, Evergreen | | | 55 | 60 |

T. G. CRANWELL & CO., Brokers, Baltimore.

| | | | | |
|---|---|---|---|---|
| No. 2 Standard Sugar Corn, Harford Co. | $ | | 55 | |
| " " " Dry Packed | | | 57½ | |
| " Ex. Sugar Corn, fine qual., dry pk'd. | | | 70 | |

H. H. TAYLOR & SON, Brokers, Baltimore.

| | | | | |
|---|---|---|---|---|
| No. 2 Full Standard, Moist | $ | | 52½ | 60 |
| " New York or Maine Style Dry Pack | | | 55 | 65 |
| " Seconds " " " | | | | |

E. C. SHRINER & Co., Brokers, Baltimore.

| | | | | |
|---|---|---|---|---|
| 2s Stowell's Evergreen Corn Standard | $ | | | 55 |
| 2s Standard Shoe Peg Corn | | | 60 | 65 |
| 2s Extra Standard Corn, Maine Style | | | 50 | 52½ |

## CORN AND TOMATOES.

| | | | | |
|---|---|---|---|---|
| No. 2 | $ | | | 75 |
| No. 3 | | | | |

## OKRA.

| | | | | |
|---|---|---|---|---|
| Standard 2s | $ | | | 65 |
| " 3s | | | | 85 |

## OKRA AND TOMATOES.

| | | | | |
|---|---|---|---|---|
| No. 2 | $ | | | |
| No. 3 | | | | 90 |

## OYSTERS.

| | Cash. | | Regular. | |
|---|---|---|---|---|
| E. C. SHRINER & CO., Brokers, Baltimore. | | | | |
| 1s Lunch, Selects, Oval Cans | $ | | | |
| 1s, 6 Ounce Selects | | | | |
| 2s, 12 " " | | | | |
| 1s, 4 Ounce | $ | | 87½ | 90 |
| 2s, 8 " | | | | 1 60 |
| 1s, 5 " | | | | 95 |
| 2s, 10 " | | | | 1 75 |
| 1s, Light Weight | | | | 50 |

T. G. CRANWELL & CO., Brokers, Baltimore.

| | | | | |
|---|---|---|---|---|
| No. 1 Extra Lunch | $ | | 1 25 | |
| " 2 " | | | | |
| 5 oz. No. 1 Standards | | | | 95 |
| 10 " " | | | 1 80 | |
| 5 oz. Standards, tall cans | | | 95 | |
| 10 " " " | | | 1 85 | |
| 4 oz. No. 1 Cove | | | 90 | |
| 8 " 2 " | | | 1 60 | |
| No. 1 Light Weights | | | 50 | |
| " 2 " " | | | 85 | |

## PEARS.

| | | | | |
|---|---|---|---|---|
| Standard 2s | $ | 65 | | |
| " 3s | | 80 | | |
| Extra Standard 2s | | 80 | | |
| " " 3s | | 1 10 | | |

## PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

| | | | | |
|---|---|---|---|---|
| No. 3 Standard, Yellow | $ | | 1 70 | 1 75 |
| " Seconds, " | | | 1 30 | 1 35 |
| " Pie Unpeeled | | | 85 | 90 |

T. J. MEEHAN & CO., Brokers, Baltimore.

| | | | | |
|---|---|---|---|---|
| No. 3 Extra Standard Yellow Peaches | $ | | 1 70 | 1 75 |
| No. 3 " Selected " " | | | 1 80 | 1 85 |
| No. 3 Standard, Yellow, Balto. packed | | | 1 60 | 1 65 |
| " Seconds, Yellow | | | 1 25 | 1 30 |
| " " White | | | 1 25 | 1 30 |
| No. 2 " Peaches | | | 85 | 90 |
| No. 2 Standard, Yellow | | | 1 15 | 1 20 |
| " " White | | | 1 10 | 1 15 |
| Gallons, Pie | | | 2 75 | 2 85 |
| No. 3 Pie | | | 85 | 87½ |

T. G. CRANWELL & CO., Brokers, Baltimore.

| | | | | |
|---|---|---|---|---|
| No. 3 Pies, Unpeeled | $ | | 90 | |
| " " Peeled | | | | |
| Gallon Pies, Unpeeled | | | 2 90 | |
| " " Peeled | | | | |
| No. 2 Seconds, White | | | 85 | |
| " " Yellow | | | 90 | |
| No. 3 Seconds, White | | | 1 25 | |
| " " Yellow | | | 1 30 | |
| No. 2 Standards, White | | | 1 15 | |
| " " Yellow | | | 1 20 | |
| No. 3 Standards, White | | | 1 60 | |
| " " Yellow | | | 1 65 | |
| " Ex. Selected, Yellow | | | | |

E. C. SHRINER & CO., Brokers, Baltimore.

| | | | | |
|---|---|---|---|---|
| No. 1s Extras, Sliced for Cream | | | | 1 00 |
| " 3 Standard, White | | | | 1 60 |
| " " Yellow | | | | 1 65 |
| " 3 " Extra Yellow | | | | 1 70 |
| " 3s Selected, Yellow | | | | 1 85 |
| " 3s Country Standards, Yellow | | | | 1 45 |
| No. 2 Standard White | | | | 1 10 |
| " Extra Standard, Yellow | | | | 1 20 |
| " Seconds, White | | | | 85 |
| " " Yellow | | | | 90 |
| " 3 Seconds, White | | | 1 20 | 1 25 |
| " " Yellow | | | 1 25 | 1 30 |
| " 3s Peeled Pie, Yellow | | | | 1 20 |
| " Pie, Unpeeled | | | | 85 |
| Gallons, Pie, Unpeeled | | | | 2 90 |
| " " Peeled | | | | |

## PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

| | | | | |
|---|---|---|---|---|
| No. 2 Early June, Full Standard | $ | | 1 05 | 1 10 |
| " " " Sifted | | | 1 15 | 1 25 |
| " " " 2ds, labeled Standard | | | | 1 00 |
| " Soaks | | | 40 | 45 |
| " Seconds | | | | |
| " Marrowfat, Full Standard | | | | 1 00 |
| " Extra Sifted | | | 1 50 | 1 60 |
| " Petit Pois | | | 1 75 | 2 00 |

T. G. CRANWELL & Co., Brokers, Baltimore

| | | | | |
|---|---|---|---|---|
| No. 2 Second Marrowfat | $ | 90 | | |
| " Standard " White | | 1 00 | | |
| " Second Early June | | 90 | | |
| " Standard " | | | 1 00 | |
| " Extra " | | | | |
| " Sifted " | | | 1 20 | |
| Ex. Sifted " | | 1 40 | 1 60 | |
| Ex. Fan. Sf'd " Petit Pois | | 1 75 | 2 25 | |

## PEAS—Continued.

| | Cash. | | | Regular. |
|---|---|---|---|---|
| **E. C. SHRINER & CO., Brokers, Baltimore.** | | | | |
| 1 Sifted Early Junes | ..... | ..... | ..... | ..... |
| 1 Finest Sifted, Petitis Pois | ..... | ..... | ..... | 1 00 |
| 2 Early June Standard | ..... | ..... | 1 00 | 1 05 |
| 2 " Sifted | ..... | ..... | ..... | 1 15 |
| 2 " Extra Sifted | ..... | ..... | 1 20 | 1 25 |
| 2 " Extra Fine Sifted | ..... | ..... | 1 45 | 1 50 |
| 2 " Petit Pois | ..... | ..... | 1 60 | 2 20 |
| 2 " Seconds | ..... | ..... | ..... | 95 |
| 2 " " Sifted | ..... | ..... | ..... | 1 00 |
| 2 " " Extra Sifted | ..... | ..... | ..... | ..... |
| 2 Extra Standard Early Junes | ..... | ..... | ..... | 1 10 |
| 2 Extra Standard Marrowflats | ..... | ..... | ..... | 1 05 |
| 2 Marrowfat | ..... | ..... | ..... | 1 00 |
| 2 " Sifted | ..... | ..... | ..... | 1 10 |
| 2 " Extra Sifted | ..... | ..... | ..... | 1 25 |
| 2 Seconds | ..... | ..... | ..... | 95 |

## PINEAPPLE.

| | | | | |
|---|---|---|---|---|
| **E. C. SHRINER & CO., Brokers, Baltimore.** | | | | |
| 2s Seconds in Water, E. & C | ..... | ..... | ..... | 75 |
| 2s Standards in Syrup, Not E. & C | ..... | ..... | ..... | 90 |
| 2s " " " E. & C | ..... | ..... | ..... | 90 |
| 2s " Grated, in Syrup | ..... | ..... | ..... | 1 20 |
| 2s Extra Standard, Whole Circles, E. & C | ..... | ..... | ..... | 1 30 |
| 2s Selected, Whole Circles, Heavy Syrup | ..... | ..... | ..... | 1 45 |
| 2s " Grated, Heavy Syrup | ..... | ..... | ..... | 1 50 |
| 2s Fancy Extra Selected, Preserved Sliced | ..... | ..... | 1 75 | 1 80 |
| 2s Fancy Extra Selected Grated, Preserved | ..... | ..... | 1 75 | 1 80 |
| 1s Standard Grated, Heavy Syrup, E. & C | ..... | ..... | ..... | 90 |
| 1s Fancy Grated, Preserved | ..... | ..... | ..... | 90 |
| 1s Cocktail, Heavy Syrup | ..... | ..... | ..... | 90 |
| 2s Pie Grated, Solid Packed .50 in Syrup | ..... | ..... | ..... | 50 |
| 3s Pie Grated, Solid Packed .65 in Syrup | ..... | ..... | ..... | 70 |
| Gallon Pie Grated, Solid Packed 1.85 in Syrup | ..... | ..... | ..... | 1 90 |
| **T. G. CRANWELL & CO., Brokers.** | | | | |
| No. 2 Seconds, Not Eyeless | $ ..... | ..... | 70 | ..... |
| " " Eyeless and Coreless | ..... | ..... | 85 | ..... |
| " Standards, Not Eyeless | ..... | ..... | 90 | ..... |
| " " Eyeless and Coreless | ..... | ..... | 1 00 | ..... |
| " Ex. " " " | ..... | ..... | 1 30 | ..... |
| No. 1 Ex. Fancy Sliced, Eyel's & Corl's | ..... | ..... | 90 | ..... |
| " " Grated | ..... | ..... | 90 | ..... |
| " " Cocktail | ..... | ..... | 90 | ..... |
| No. 2 Extra Fancy Grated | ..... | ..... | 1 75 | ..... |
| No. 3 Pie Grated, in Water | ..... | ..... | 65 | ..... |
| " " in Syrup | ..... | ..... | 70 | ..... |
| Gallon " in Water | ..... | ..... | 1 80 | ..... |
| " " in Syrup | ..... | ..... | 1 90 | ..... |

## TOMATOES.

| | Cash. | | | Regular. |
|---|---|---|---|---|
| **T. J. MEEHAN & CO., Brokers, Baltimore.** | | | | |
| No. 3 Full Standards | 95 | ..... | 97½ | ..... |
| " Seconds | 90 | ..... | 92½ | ..... |
| No. 2 Full Standards | 82½ | ..... | 85 | ..... |
| " Seconds | ..... | ..... | 75 | ..... |
| Gallons, Standard | 3 60 | ..... | | 3 75 |
| **H. H. TAYLOR & SON, Brokers, Baltimore.** | | | | |
| No. 3 Full Standard | ..... | ..... | ..... | 95 |
| " Seconds, Labeled Standards | ..... | ..... | 87½ | 90 |
| No. 2 Full Standards | ..... | ..... | ..... | 80 |
| " Seconds, Labeled Standards | ..... | ..... | 75 | 77½ |
| **T. G. CRANWELL & CO., Brokers, Baltimore.** | | | | |
| No. 2 Standard Tomatoes | ..... | 85 | ..... | ..... |
| " 3 " " | ..... | ..... | 95 | ..... |
| " 3 Ex. Select Tomatoes, Tall Cans | ..... | ..... | ..... | ..... |
| " 3 Second Tomatoes | ..... | 90 | ..... | ..... |
| " 2 " | ..... | ..... | 92½ | ..... |
| Gallon Standard Tomatoes | 3 50 | ..... | ..... | ..... |
| **E. C. SHRINER & CO., Brokers, Baltimore.** | | | | |
| No. 3 Standard | ..... | ..... | ..... | 95 |
| " " Country | ..... | ..... | ..... | 95 |
| " " Extras | ..... | ..... | ..... | 1 00 |
| " " Fair | ..... | ..... | ..... | 92½ |
| No. 2 Standard | ..... | ..... | ..... | 85 |
| " " Country | ..... | 82½ | ..... | 85 |
| " Second | ..... | ..... | 72½ | 75 |
| " 3 " | ..... | ..... | ..... | 87½ |
| Gallon, Standard | ..... | ..... | ..... | 3 35 |

# *NEW YORK CANNED GOODS MARKET.*

(Reported by Special Correspondence.)

| | | |
|---|---|---|
| APPLES—Gallon New York State | 2 35 @ | ..... |
| " Maryland gallons | 1 90 | 2 10 |
| " No. 3 Standards | 67½ | 90 |
| APRICOTS—California Standards 2½s | 1 75 | 1 80 |
| ASPARAGUS—Oyster Bay | 4 50 | ..... |
| " No. 3 Tips | 3 00 | 3 25 |
| BEANS—No. 2 Lima | 80 | 1 00 |
| " Baked, No. 3 | 75 | 90 |
| CORN—No. 2 New York State | 60 | 65 |
| " " Maine | 80 | 85 |
| " " Maine, Fancy | 90 | 97½ |
| " " Southern | 47¼ | 60 |
| " " Western, 2s | 47½ | 52½ |
| LOBSTER—Flats, ½-lb | 2 05 | ..... |
| " flats, 1-lb | 4 25 | ..... |
| OYSTERS—5 Ounce Standards | 97½ | 1 00 |
| " 2-lb. 10 Ounce | 1 85 | 1 90 |
| PEACHES—2½ Standard, California Yellow | 1 90 | 2 00 |
| " 2½ Extra Standard, California | 2 10 | 2 20 |
| " Southern Standard 3s | 1 65 | 1 70 |
| PEARS—California 2½ | 1 90 | 2 00 |
| PEAS—No. 2 Early June Extra Sifted | 1 50 | 1 65 |
| " " " " Sifted | 1 15 | 1 30 |
| " " " " Standard | 1 05 | 1 07½ |
| " " " " Seconds | 95 | ..... |
| PINEAPPLE—No. 2, Eyeless and Coreless, Extra | 1 65 | 1 95 |
| " " Grated | 1 35 | 1 45 |
| " Standards | 1 05 | 1 25 |
| " Gallon Pie, Grated | 2 40 | 2 50 |
| PUMPKIN—No. 3 | 75 | 1 00 |
| " Gallon | 1 90 | 2 00 |
| SALMON—Columbia River talls, 1-lb | 1 60 | 1 75 |
| " " " flats, 1-lb | 1 85 | 1 92½ |
| " " " " ½-lb | 1 07½ | ..... |
| " Alaska Red, talls, 1-lb | 1 05 | 1 07½ |
| " Medium Red, talls, 1-lb | 1 00 | 1 05 |
| " Chums, talls, 1-lb | ..... | ..... |
| " Sockeye, flats, 1-lb | 1 65 | ..... |
| " " talls, 1-lb | 1 50 | 1 55 |
| " " flats, ½-lb | 1 02½ | ..... |
| " Alaska Pink, talls, 1-lb | 97½ | ..... |
| " Cohoes, talls, 1-lb | 97½ | 1 00 |
| " Cohoes, flats, 1-lb | 1 15 | 1 17½ |
| STRAWBERRIES—Gallons | 5 75 | 8 50 |
| " Standard 2s | 80 | 82½ |
| SUCCOTASH—Maine pack, 2s | ..... | ..... |
| " State pack, 2s.....75 80 Southern | 67½ | 70 |
| TOMATOES—No. 2 Standard Maryland | 82½ | 85 |
| " No. 3 " " | 95 | 97½ |
| " No. 3 " New Jersey | 1 10 | ..... |
| " Gallons, Maryland | 3 40 | 3 50 |
| " Gallons, Jersey | 3 50 | ..... |

# *CANS AND CANNERS' METALS.*

F. O. B. BALTIMORE, MD.

## CANNERS' AND PACKERS' SOLDERS.

| | ½x½ | 9x10 | 8x10 |
|---|---|---|---|
| Drop and Bar | $ 26 | 25 | 24 |
| Wire Coil | 26 | 25 | 24 |
| Wire Segments | | | |

## CANS.

### AMERICAN CAN COMPANY.

| | |
|---|---|
| No. 1 S. H | $ 9 50 per thousand. |
| No. 2 S. H | 12 50 " |
| No. 2 P. H | 13 00 " |
| No. 3 P. H | 16 50 " |
| Gallon P. H | 40 00 " |
| No. 3 Jersey P. H., Standard | 17 50 " |

### SOLDER HEMMED CAPS.

S. H. $ .85 P. H. $1 30 P. A. H. $1 70 per thousand.

Continental Can Co., prices same as above, Cans and Solder Hemmed Caps.

### INDEPENDENT PRICES.

| No. 1. | 2 S. H. | 2 L. H. | 3 Stand. | Gallons. |
|---|---|---|---|---|
| $9.50 | $13.50 | $14.00 | $17.50 | $50.00 per thousand |

## SOLDERING COPPERS MATERIALS, ETC.

| | | | | |
|---|---|---|---|---|
| Capping Coppers | $ 31 | ..... | ..... | ..... |
| Carboys | 1 50 | ..... | ..... | ..... |

## TIN PLATES. F. O. B. MILL.

| | | | | |
|---|---|---|---|---|
| I. C., 14x20, Charcoal Alloway | $ ..... | ..... | ..... | ..... |
| I. C., 14x20, 107 lbs. Bessemer Steel | 4 00 | ..... | ..... | ..... |
| I. C., 14x20, 100 lbs. Bessemer Steel | 3 85 | ..... | ..... | ..... |
| I. C., 22x27¼, 90 lbs. Bessemer Steel | 8 00 | ..... | ..... | ..... |
| I. C., 19½x27, 95 lbs. Bessemer Steel | 7 15 | ..... | ..... | ..... |

## PIG TIN.

| | 5 to 10 tons | 1 to 4 tons | | |
|---|---|---|---|---|
| Straits | $42 50 | 43 00 | ..... | ..... |
| Malacca | 42 50 | 43 00 | ..... | ..... |

## PIG LEAD.

| | | | | |
|---|---|---|---|---|
| Omaha | $ 6 40 | 6 50 | ..... | ..... |

## Standard Sizes for Cans.

| | DIAMETER. | HEIGHT |
|---|---|---|
| No. 1 Cans | 2 11-16 in. | 4 in. |
| No. 2 Cans | 3⅜ in. | 4 9-16 in. |
| No. 2½—California | 4 in. | 4¾ in. |
| No. 3 Cans | 4 3-16 in. | 4¾ in. |
| No. 6 Cans, to contain double the quantity of No. 3 | | |
| No. 10 Cans, (Gallons) | 6¼ in. | 6⅞ in. |

All outside measure at largest parts.

## *Peach Pitter*

**THE MICHIGAN PEACH AND APRICOT PITTER**

will pit your peaches whether peeled or unpeeled. Makes the scalding process for removing the skins practical. Cut down your expense, make your capacity what you wish regardless of help conditions by using these machines.

## *Mapes Machine Co.,*

***South Haven, Michigan.***

**FOR SALE**

110 Bushels McLane's Advancers.
284 " Admirals.
201 " Heros.
168 " White Eyed Marrowfats.
All hand picked. Will send samples.

**JNO. C. HAGENBUSH, North Collins, N. Y.**

***EDWARD GUDEMAN, Ph. D.***

***Consulting Chemist*** ***Chemical Engineer***

**LEGAL AND TECHNICAL EXPERT**

*Special Attention Given to Food Products and Beverages*

*Candies, Canned Goods, Cereals, Distilled Liquors, Fats, Meats, Starches, Sugars, Vinegars, Waters, Colors, Preservatives, etc.*

**Suite 903-4 Postal Telegraph Bldg., Chicago, Ill.**

# PERFECTION
## SOLDERING FLUX

For machine and hand capping. More of this used than all other kinds combined. Samples Free by Mail.

# PERFECTION
## TOMATO COLORING

The best, cheapest, and since the Pure Food Laws have become so strict, practically the only kind used.

**BALTIMORE CHEMICAL COMPANY,**

Correspondence invited, expert advice. **400-401 MARINE BANK BLDG., BALTIMORE, MD.**

**ESTABLISHED 1870**

Have your Canned goods become soiled or rusty? If so, coat your cans with

## MAIER'S SILVER LACQUER

This Lacquer will cover all rust and make your cans look bright, same as original; applied with a brush. Put up in cans.

## JOHN G. MAIER'S SONS

**Manufacturers Lacquers, All Colors**

**Baltimore, Md.**

**CANTON BOX COMPANY,**

**2501 to 2515 Boston St.,**

**BALTIMORE, MD.**

## Packing Boxes.

**Made up or in Shooks. Cargo or Carload.**

# *The South*

Offers the Largest Field for the Truck and Fruit Grower and is destined to be the seat of Important Canning interests.

## *Cannery Locations*

Are available now in various sections traversed by the

***SOUTHERN RAILWAY***

***AND***

***MOBILE & OHIO RAILROAD***

Locations unexcelled in point of Raw Materials and Proximity of Markets.

## *M. V. RICHARDS,*

LAND AND INDUSTRIAL AGENT,

***WASHINGTON, D. C.***

# A COMPLETE COURSE ...IN CANNING...

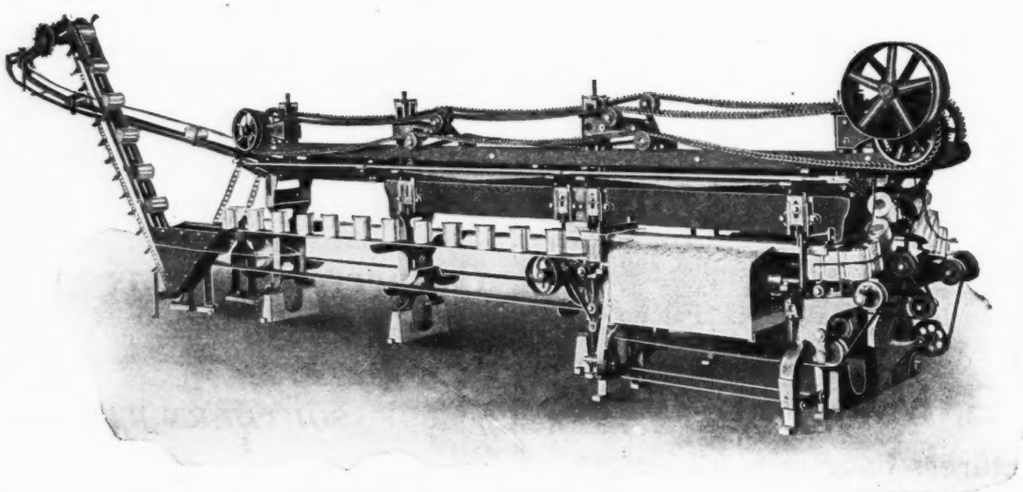
The book that should be in every cannery. Full and complete Practical Working Formulæ for the packing of every article in the food line. Every formulæ is a tried and proven success—no experiments.

IMPROVE YOUR PACK—BE SURE YOU ARE RIGHT

And this you can do if you have this book to consult. It may save you thousands of dollars in one season. And yet the price is but $5.00.

THE TRADE, - Baltimore, Md.

## DOUBLE CHAIN FLOATER.



The above cut represents our Double Chain Floater, for soldering on the tops and bottoms of tin cans.

This machine is complete in every respect, with aciding cooling and wiping attachments it is constructed of the best material and the best workmanship, it is easy of adjustment. The cooling belt can be placed on the side of the machine as shown in cut, or on the end as desired. We furnish the Floater with or without wiper, cooling belts or conveyor.

Capacity 130 cans per minute. Length of bath 9 feet. Length over all 33 feet.

MANUFACTURED BY **STEVENSON & COMPANY,**

**601-7 S. CAROLINE STREET, BALTIMORE, MD.**

# EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

## HELP WANTED.

WANTED.—Massachusetts concern manufacturing bakers' and confectioners supplies wants thoroughly competent foreman to take charge of department where pie filling, preserves, jellies, jams, crushed fruit extracts, ice cream supplies, etc. are made. State salary expected.
HAPGOODS, 305 Broadway, N. Y.

WANTED.—Competent man to manage canning plant soon to be establish. One who will take some stock preferred. Great opportunity for a hustler; fine fruit and vegetable lands. Ideal facilities. Address, T. W. Larkin, Denison, Texas.

WANTED.—A thoroughly competent Superintendent, one who understands how to make high grade pickles, catsup, salad dressing, fruit butters, in fact a full line of table condiments. Good position to right party. give time of experience, with whom connected and salary expected. Also want a first class chemist, one who has experience in the food product line.
Address, HIRSCH BROS. & CO., Louisville, Ky.

PRESERVER WANTED—First class position for man experienced in putting up preserves, catsup, beans and pickles. An excellent opening for steady, sober man, who will have full charge of the department.
Address, W. & H. In care of The Trade.

WANTED—We are looking for an experienced man as Superintendent, capable of handling help successfully, understanding the latest approved methods of putting up Canned Goods. State what goods you have packed, with whom you have worked, and your experience. Address, Box 2884, Boston, Mass.

WANTED—Experienced man to take charge of Can Making Plant. To a competent man, steady position and good wages. Address,
Stevenson & Co., 601 South Caroline Street, Baltimore.

## SITUATIONS WANTED.

WANTED—Position by an experienced processor of all grades of jellies, jams, catsups, sauces and pickles; also canning of fruits and vegetables. Am a good manager of help and strictly sober. Ohio or Indiana preferred. Address, Modern, care of The Trade.

WANTED—A position as processor in first-class plant, and can pack all kinds of vegetables and fruits. I have packed in seven different States, and the brokers all know my goods to be first-class. I can give references if desired. Address 697 Hopkins St., Buffalo, N. Y.

SITUATION WANTED.—As Foreman. Maker of sauces, pickles, catsup, salad dressing, table condiments, etc., pure foods. Can handle help and understand all branches of the business; 20 years' experience, London, England and America.
R. G. ADAMS, 1604 W. Market St., Louisville, Ky.

Notice to packers and canners—Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

An Expert Condensed Soup maker will be open for Engagement very soon, makes full line 21 varieties, also Chille Condensed Carne and Potted Meats, would especially wish to Negotiate with firm desiring to enter upon the manufacture of Condensed Soups. Could render good service as manager of help in any department, especially Tomato or Peach Packing. Address, B. C. care The Trade.

POSITION WANTED—By Processor and Manager having years of experience packing fruit and vegetables of all kinds, also winter goods and making of cans. Am familiar with all the latest and most approved machinery; can give best of references as to character and ability.
Address, "T. C.", 330 Girard Avenue, Baltimore, Md.

WANTED.—Position as salesman or processor, uuderstanding the packing of all fruits, corn, tomatoes, etc. Eight years experience, best of reference. I prefer the Middle West. Can commence about October 15, 1906. Address, L. W. M. Care of The Trade.

WANTED—Position by reliable man with 12 year experience in the manufacture of high grade Preserves, Jellies, Jams, Catsup, Fruit Butters, Chili Sauce, Woster Sauce, Olives, Pickles, Relish, Baked Beans, Maple Syrup, Mangoes, can render good service as manager of Help. At present head of a large local concern. Address W. McHugh, 901 Union Avenue, Allegheny, Pa.

WANTED.—By a reliable practical man a position as managing superintendent in the canning business, am thoroughly acquainted with every branch of the business as well as the latest and most modern machinery. Would give my 20 years active experience for a moderate living salary, and to prove my confidence and ability would be willing to accept a reasonable percentage of the profits at the close of the year. Address "PACKER" care of The Trade.

WANTED.—Situation as processor of fruits, vegetables and poultry. Peas and corn a specialty. Address, Box 219 Delhi, Ont., Can.

WANTED—An all around man with 20 years experience in packing nearly all kinds of fruits and vegetables, is now open for engagement for 1907. I would like to correspond with parties putting in a new factory and if all things were favorable, I would like to take some stock with them, if we could make the right kind of a deal; this is my fourth season with my present employers. Best of references furnished as to ability and character. Address, H 44. Care of THE TRADE.

WANTED—Position by a reliable man with years of experience, in the manufacture of high class catsup, jellies, preserves, sauces and relishes, etc. Am also a good processor of canned goods and can furnish the best of references. Address, "Preserver," 3rd House, Julent St., Madisonville, Ohio.

WANTED—Clerical Position in Baltimore cannery; am at present employed with well-known concern; can refer to them. If you desire a man who means business, kindly address "J. B. F.", care of The Trade.

POSITION WANTED—A Chef with long experience, wishes position in canning factory; understands the putting up of first grade soups, potted meats, plum pudding, salad dressing, chili sauce, baked beans, etc. Can give the best of references from first class hotels in Paris and London. Have been 16 years in America, am 42 years old and married. Address, Theo. Petit, The Hazard, Suit No. 24, Cleveland, Ohio.

POSITION WANTED.—Competent man with years of practical experience is opened for a position as manager or superintendent. Packing fruits and vegetables of all kind, also jellies, preserves and winter goods. Am familiar with all the latest and most improved machinery. Can give best of reference as to character and ability.
Address, C. Thomas. Care of The Trade.

WANTED—Position as Manager or Superintendent of large canning factory; am an expert processor of all fruits and vegetables and practical in every way; have had large experience and can furnish best of references as to ability and character. Address Money Maker, care THE TRADE.

JAM, PRESERVE, AND
MOLASSES FILLER

Will not Clog, Buck or Mash
whole fruit Fills uniformly.
State if jars or cans will be used.

E. J. JUDGE, Canning Machinery
BALTIMORE SAN FRANCISCO

*When in Doubt*

whether it be of how to pack any special article, of the exact directions to put up anything in canned or preserved goods,

*Consult*

me, and I will give you the benefit of my years of experience in this line, and the charge will be very reasonable.

***W. L. Hinchman, Ph. G.***

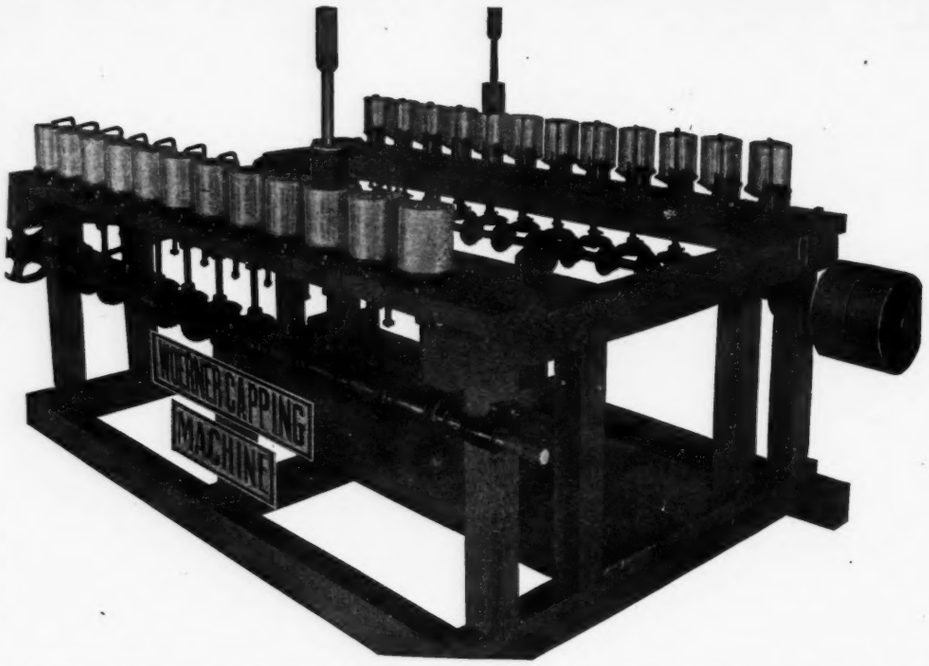
***26 Milton Ave., Baltimore, Md.***

# CAPS SYRUP GOODS WITHOUT SCORCHING

We have been told by different canners and workmen of large experience that our capper

**BEATS ANY OF THE HIGH PRICED CAPPERS 40 DIFFERENT WAYS.**

It will do work that no other capper will do—that is Cap Syrup goods without trouble or scorching; also, tall cans and No. 1, No. 2, No. 2½ and Standard, without any adjustment




**NO FACTORY LARGE OR SMALL IS COMPLETE WITHOUT IT.**

The canner who now packs from 10,000 to 15,000 cans per day, or less, by hand, can save the cost of this Capper in one season. Make no mistake—Labor is getting scarce and more independent every day, and you must overcome it by doing with less labor.

**WE CAN PROVE OUR WAY OF CAPPING IS THE CHEAPEST,** surest and best way, excepting none. We have the best and stand ready to prove it.

If anyone buying a capper this winter, will send us the top of a can, we will have a pair of steels made free of charge, send a man to start the capper and give all necessary points. Do not delay.

## DAVID C. WOERNER, Liverpool, N. Y.

S. O. RANDALL,
416 Marine Bank Bldg., Baltimore,
Southern Agent.

# A Model Canning Factory

The plant shown is one of the most complete and perfectly appointed in the country. Under

***THE HASTINGS SYSTEM***

it cost less than if the owners had undertaken their own contracting. We saved them money and gave them a better, more practical and more economical plant to operate.

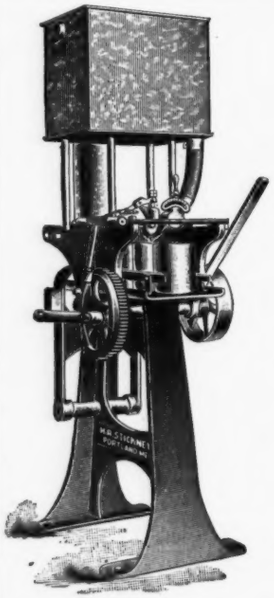
**We Build Everything** for the Fruit and Vegetable packing business. We constantly employ expert engineers, architects and superintendents.

**Our Experience is Your Safeguard.** Our line of machinery is complete, including Automatic Corn and Tomato Fillers, Power Capping Machinery, Horizontal, Open and Closed Retorts, Traveling Hoists, etc., Engines, Boilers, Pipe, Fittings, Belting and other general equipment —all modern and efficient in every respect.

**Refitting for Profit**—If your factory expense is eating up your profits, write us. We can turn the flow of money the other way. Address

**THE HASTINGS INDUSTRIAL CO.,**

**Cor. LaSalle & Lake Streets, - - Chicago, Ill.**



**STICKNEY SYRUPING MACHINE $125.00**

Instantly adjustable while running. Will handle one, two or three pound cans, and do perfect work. . . . . .

**CONDENSED MILK FILLER**

Standard machine of its class, in use by all the largest concerns. . . . . .

SPECIAL FILLING MACHINES for any purpose or capacity. EVAPORATED CREAM, BAKED BEANS, FATS, OILS, MUSTARDS, etc., in round or square cans or glass jars.

## HENRY R. STICKNEY

**PORTLAND, MAINE, U. S. A.**

**SPECIAL AGENT**

**SPRAGUE CANNING MACHINERY COMPANY,**

**FOR**

**NEW ENGLAND STATES.**

# THE GRASSELLI CHEMICAL CO.

CLEVELAND, OHIO.

Manufacturers of

# EUREKA
# SOLDERING FLUX

*Will tell you they have now in store and transit a hundred barrels subject to the order of*

## *ROBT. C. GRIFFITH & CO.*

*Maryland Bank Bldg.*

*BALTIMORE, MARYLAND.*

*They don't carry it here for fun, but to supply the demand for the Best. Most Reliable, Safest and Most Economical Flux made.*

**ASK ANY USER HIS OPINION.**

***Our booklet tells how and why.*** ***Send for it today.***

---

## HOWARD'S PATENT
# REVOLVING - CAPPERS

## The Paonia Packing Co.

PAONIA, COLO., July 21, 1906.

M. E. HOWARD MACH. WORKS,
Indianapolis, Ind.

GENTLEMEN:

Your Capping Machine has been installed and is giving good satisfaction. We need trays for two and one-half (2½) pound cans. Wish you would cast a dozen and ship to us immediately.

Yours respectfully,
PAONIA PACKING CO.
By W. H. Baker.

P. S.—You will notice that letter is up-to-date. Machine used is our 12 tray double caps sample to gallon cans and big mouth cans. You don't get stuck when you have Howard Capper.

# M. E. HOWARD MACHINE WORKS
## INDIANAPOLIS, INDIANA

Manufacturers of Engines, Cappers, Inside Heating Steels and Howard Inside Heating Tipper : : : : : : :

**Remember we are Manufacturers and it will be to your interest to get our prices.**

---

## THE CANNED GOODS EXCHANGE
### OF BALTIMORE, MD.

246 S. BROADWAY.

President, HUGH S. OREM,

Vice-President, E. H. MILLER. Treasurer, LEANDER LANGRALL.

Secretary, N. F. ASSAU.

Arbitration Committee:
C. C. WHITE, C. J. SCHENKEL, BENJ. HAMBURGER, LOUIS GREBB.
W. F. ASSAU.

Committee on Commerce:
RUFUS M. GIBBS, E. C. SHRINER, E. H. MILLER, C. J. BROOKS, WM. A. WAGNER.

Legislative Committee:
GEORGE PHILLIPS, B. J. MEEHAN, H. J. MCGRATH, JOHN SCHALL,

Counsel, JOHN C. ROSE. Chemist, CHARLES GLASER.

---

C. W. BAKER W. E. MORGAN

# BAKER & MORGAN
## *Canned Goods Brokers*
**ABERDEEN, MARYLAND**

CORN AND TOMATOES A SPECIALTY

---

# TIN STRIPS AND CIRCLES

**BOUGHT BY**

## AMMIDON & CO.

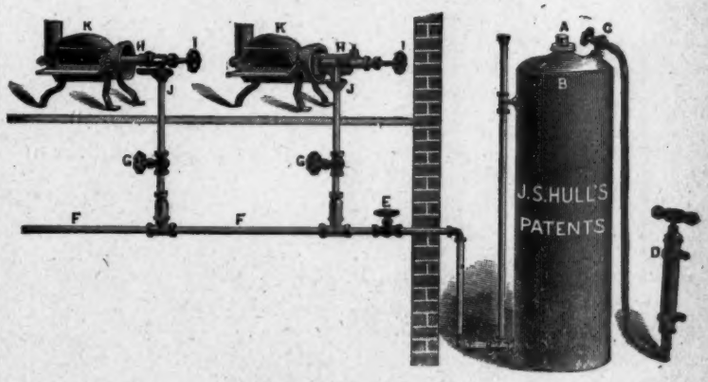
**31 South Frederick St., Baltimore, Md.**

---

# J. S. HULL MFG. CO.

**125-127 EAST FALLS AVENUE,**

***BALTIMORE, MD.***




***Manufacturers of***

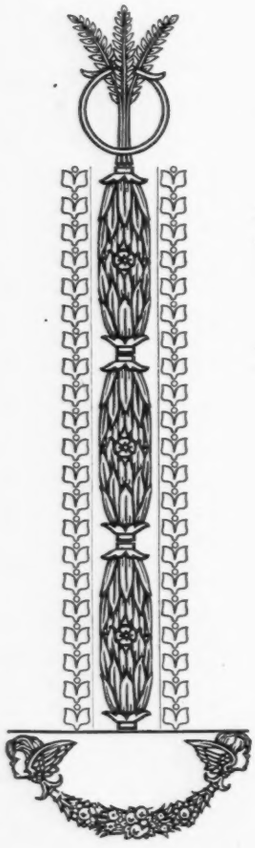
# HULL'S

***PATENT GASOLINE BURNERS, FIRE POTS AND HEATERS.***

***Repairs Promptly Attended to.***

***CANNING HOUSE SUNDRIES.***

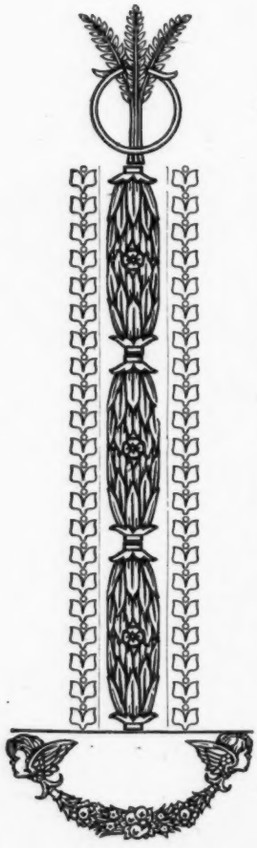
# AMERICAN CAN COMPANY



**PRINCIPAL SALES OFFICES:**

*New York*
*447 W. Fourteenth Street*

*Baltimore, Md.*
*Boston and Hudson Streets*

*Chicago, Ill.*
*Merchants' Loan and Trust Building*

*San Francisco, Cal.*
*Kohl Building*